

# EXHIBIT 34

Consortia, Inc.

List #	Product / Size	Eff Date	Current W/LP	Oven January 2003 Offer
301097	BIENOXANE INJ 15 15 UN	07/01/2003	\$ 243.68	\$ 70.00
306301	BIENOXANE INJ 30 30 UN	07/01/2003	\$ 487.36	\$ 140.00
054741	CYTOXAN LYOPH 50 VL (500MG)	07/01/2003	\$ 20.57	\$ 7.75
054941	CYTOXAN LYOPH 1 VL (2.0G/VIAL)	07/01/2003	\$ 82.31	\$ 31.00
054841	CYTOXAN LYOPH 1 VL (1.0G/VIAL)	07/01/2003	\$ 41.14	\$ 15.50
054641	CYTOXAN LYOPH 1 VL (200MG)	07/01/2003	\$ 9.80	Discontinued
053941	CYTOXAN LYOPH 1 VL	07/01/2003		Discontinued
050401	CYTOXAN TABS 25MG	07/01/03	\$ 188.17	\$ 162.00
050301	CYTOXAN TABS 50MG	07/01/03	\$ 345.33	\$ 300.00
340420	ETOPOPHOS 100MG VIAL	07/01/03	\$ 99.31	\$ 99.31
083050	HYDREA CAPS 500M 100	07/01/03	\$ 113.54	\$ 25.00
***355427	IFEX 10X10GM/MESNEX 10X10M VL	07/01/03	\$ 2,258.32	\$ 1,890.00
***355626	IFEX 5X10GM/MESNEX 3X10M VL	07/01/03	\$ 934.60	\$ 840.00
***356415	IFEX MESNEX (3G IFEX/1G MES)	07/01/03	\$ 1,354.92	\$ 1,250.00
***0556-05	IFEX 1G	07/01/03	\$ 135.87	\$ 63.00
***0557-01	IFEX 3G	07/01/03	\$ 489.21	\$ 170.00
308060	LYSODREN TABLETS 500MG	07/01/03		W/LP
050802	MEGACE O.S. 40MG/MAL	07/01/03	\$ 133.27	\$ 93.27
059608	MEGACE TAB 40MG 250	07/01/03	Discontinued	Discontinued
059609	MEGACE TAB 40MG 500	07/01/03	Discontinued	Discontinued
059501	MEGACE TABS 20MG 100	07/01/03	Discontinued	Discontinued
059641	MEGACE TABS 40MG 100	07/01/03	Discontinued	Discontinued
356302	MESNEX 1GM MULTIDOSE VIAL	07/01/03	\$ 175.41	\$ 126.00
356303	MESNEX MULTIDOSE 1G VL	07/01/03	\$ 1,754.10	\$ 1,155.00
305997	MUTAMYCIN 40MG VIAL	07/01/03	\$ 732.07	\$ 387.20
300197	MUTAMYCIN FOR IN 1 VL	07/01/03	\$ 107.29	\$ 31.20
300220	MUTAMYCIN FOR IN VIAL	07/01/03	\$ 362.33	\$ 93.60
321430	PARAPLATIN 1X150 20ML*	07/01/03	\$ 375.75	\$ 371.99
321530	PARAPLATIN 1X450 100ML*	07/01/03	\$ 1,127.27	\$ 1,116.00
321330	PARAPLATIN 50MG VIAL*	07/01/03	\$ 125.26	\$ 124.01
322197	PLATINOL AQ INJ VIAL	07/01/03	\$ 399.93	\$ 70.00
322097	PLATINOL AQ INJ VIAL	07/01/03	\$ 199.98	\$ 35.00
335397	RUBEX 100 MG LYO 100ML	07/01/03	Discontinued	Discontinued
335297	RUBEX 50MG LYOPH 50ML	07/01/03	Discontinued	Discontinued
***347630	TAXOL 100MG INJ 16.7M	07/01/03	\$ 487.01	\$ 120.00
***347627	TAXOL 100MG SEM- 100MG	07/01/03	\$ 487.01	\$ 120.00
***347530	TAXOL 300MG/50ML 300MG	07/01/03	\$ 1,461.00	\$ 360.00
***347527	TAXOL 30MG INJ 1X5ML	07/01/03	\$ 146.10	\$ 36.00
309145	VEPESID 30MG CAPSULES	07/01/03		\$ 953.61

Consortia\_Oncology\_Pricing\_Sales\_01/2003.xls

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BMS/AWP/000059732

306220	VEPESID 1GM/50ML VIAL	07/01/03	\$	1,037.31	\$	54.41
306120	VEPESID 500MG VIAL	07/01/03	\$	532.30	\$	28.22
309595	VEPESID INJ 100M VIAL	07/01/03	\$	109.19	\$	6.00
308420	VEPESID INJ 150M 7.5ML	07/01/03	\$	163.79	\$	9.00

## \*Applies to Paraneurin only

• Annual Growth Rebate on milligram volume as follows:

-105% - .75% Rebate

-110% - 1.5% Rebate

\*\* 2003 Sales = 2002 units x 2003 prices

\*\*\* Price Match

^ 1.5% Off Invoice Discount or 1.5% Admin Fee

Consortia\_Oncology\_Pricing\_Sales\_012203.xls

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Premier January 2003 Offer	Consortia January 2003 Offer (3% above Premier)	Consortia January 2003 Offer (1.5% off WLP) PARAPLATIN	Consortia 2002 Units	Consortia 2003 Contract Sales **	Discount off WLP
\$ 70.00	\$ 72.10		180	\$ 12,978	70%
\$ 140.00	\$ 144.20		22	\$ 3,172	70%
\$ 7.75	\$ 7.98		538	\$ 4,295	61%
\$ 31.00	\$ 31.93		230	\$ 7,344	61%
\$ 15.50	\$ 15.97		1,310	\$ 20,914	61%
Discontinued					
Discontinued					
\$ 188.17	\$ 193.82		20	\$ 3,876	-3%
\$ 345.33	\$ 355.69		48	\$ 17,073	-3%
\$ 90.00	\$ 92.70		124	\$ 11,495	
\$ 30.00	\$ 30.90		52	\$ 1,607	
\$ 1,800.00	\$ 1,854.00		316	\$ 585,864	73%
\$ 800.00	\$ 824.00		474	\$ 390,576	18%
\$ 1,190.00	\$ 1,225.70		854	\$ 1,046,748	12%
\$ 60.00	\$ 61.80				10%
\$ 162.00	\$ 166.86				
\$ 96.00	\$ 98.88		992	\$ 98,089	26%
\$ 120.00	\$ 123.60		106	\$ 13,102	
\$ 1,100.00	\$ 1,133.00		30	\$ 33,990	
\$ 165.00	\$ 169.95		20	\$ 3,399	77%
\$ 28.50	\$ 29.36		188	\$ 5,519	73%
\$ 85.00	\$ 87.55		116	\$ 10,156	76%
\$ 371.05	\$ 370.11		8,936	\$ 3,307,336	2%
\$ 1,113.18	\$ 1,110.36		7,292	\$ 8,096,752	2%
\$ 123.69	\$ 123.38		7,084	\$ 874,032	2%
\$ 347.24	\$ 357.66		70	\$ 25,036	11%
\$ 173.63	\$ 178.84		90	\$ 16,096	11%
\$ 115.00	\$ 118.45		944	\$ 111,817	76%
Consorta_Oncology_Pricing_34588-612203.xls	355.35		548	\$ 194,732	76%
\$ 34.50	\$ 35.54		450	\$ 15,991	76%
\$ 953.61	\$ 982.22		66	\$ 64,826	

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BMS/AWP/000059734

Consortia\_Oncology\_Pricing\_Sales\_012203.xls

\$	60.00	\$	61.80		4	\$	247	94%
\$	30.00	\$	30.90		58	\$	1,792	94%
\$	6.00	\$	6.18		1,912	\$	11,816	94%
\$	9.00	\$	9.27		98	\$	908	94%
					33,172		14,991,577	

Cons

Let #	NDC #	Product / Size	Eff Date	Current WLP
301097	0015-3010-20	BLENOXANE INJ 15 UN	07/01/2003	\$ 243.68
306301	0015-3063-01	BLENOXANE INJ 30 UN	07/01/2003	\$ 487.36
054741	0015-0547-41	CYTOXAN LYOPHL 50 VL (300MG)	07/01/2003	\$ 20.57
054941	0015-0549-41	CYTOXAN LYOPHL 1 VL (2.0G/VIAL)	07/01/2003	\$ 82.31
054841	0015-0548-41	CYTOXAN LYOPHL 1 VL (1.0G/VIAL)	07/01/2003	\$ 41.14
054641	0015-0546-41	CYTOXAN LYOPHL 1 VL (200MG)	07/01/2003	\$ 9.80
053941		CYTOXAN LYOPHL 1 VL	07/01/2003	
050401	0015-0504-01	CYTOXAN TABS 25MG	07/01/2003	\$ 188.17
050301	0015-0503-01	CYTOXAN TABS 50MG	07/01/2003	\$ 345.33
340420	0015-3404-20	ETOPPOS 100MG VIAL	07/01/2003	\$ 99.31
083050	0003-0830-50	HYDREA CAPS 500M 100	07/01/2003	\$ 113.54
***355427	***0015-3554-27	IFEX 10X1GM/MESNEX 10X1GM VL	07/01/2003	\$ 2,258.32
***355626	***0015-3556-26	IFEX 5X1GM/MESNEX 3X1GM VL	07/01/2003	\$ 934.60
***356415	***0015-3564-15	IFEX MESNEX (3G IFEX/1G MES)	07/01/2003	\$ 1,354.92
***0556-05	***0015-0556-05	IFEX 1G	07/01/2003	\$ 135.87
***0537-01	***0015-0537-01	IFEX 3G	07/01/2003	\$ 489.21
308060	0015-3080-60	LYSODREN TABLETS 500MG	07/01/2003	
US0802	0015-0508-42	MEGACE O.S. 40MG/MIL	07/01/2003	\$ 133.27
059608		MEGACE TAB 40MG 250	07/01/2003	Discontinued
059609		MEGACE TAB 40MG 500	07/01/2003	Discontinued
059501		MEGACE TABS 20MG 100	07/01/2003	Discontinued
059641		MEGACE TABS 40MG 100	07/01/2003	Discontinued
356302		MESNEX 1GM MULTIDOSE VIAL	07/01/2003	\$ 175.41
356303		MESNEX MULTIDOSE 1G VL	07/01/2003	\$ 1,754.10
305997	0015-3059-20	MUTAMYCIN 40MG VIAL	07/01/2003	\$ 732.07
300197	0015-3001-20	MUTAMYCIN FOR IN 1 VL	07/01/2003	\$ 107.29
300220	0015-3002-20	MUTAMYCIN FOR IN VIAL	07/01/2003	\$ 362.33
321430	0015-3214-30	PARAPLATIN 1X150 20ML*	07/01/2003	\$ 375.75
321530	0015-3215-30	PARAPLATIN 1X450 100ML*	07/01/2003	\$ 1,127.27
321330	0015-3213-30	PARAPLATIN 50MG VIAL*	07/01/2003	\$ 125.26
322197	0015-3221-22	PLATINOL AQ INJ VIAL	07/01/2003	\$ 399.93
322097	0015-3220-22	PLATINOL AQ INJ VIAL	07/01/2003	\$ 199.98
335397		RUBEX 100 MG LYO 100ML	07/01/2003	Discontinued
335297	0015-3352-22	RUBEX 500 MG LYO 50ML	07/01/2003	Discontinued
***347630	***0015-3476-30	TAXOL 100MG INJ 16.7M	07/01/2003	\$ 487.01
***347627	***0015-3476-27	TAXOL 100MG SEM- 100MG	07/01/2003	\$ 487.01
***347911	***0015-3479-11	TAXOL 300MG/50ML 300MG	07/01/2003	\$ 1,461.00
***347530	***0015-3475-30	TAXOL 30MG INJ 1X5ML	07/01/2003	\$ 146.10
***347527	***0015-3475-27	TAXOL 30MG SEM-5 1X5ML	07/01/2003	
309145	0015-3091-45	VERESID 50MG CAPSULES	07/01/2003	

Consolidated, Pricing, Sales, 013103

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306220	0015-3062-20	VEPESID 1GM/50ML VIAL	07/01/2003	\$	1,037.31
306120	0015-3061-20	VEPESID 500MG VIAL	07/01/2003	\$	532.30
309593	0015-3095-20	VEPESID INJ 100M VIAL	07/01/2003	\$	109.19
308420	0015-3084-20	VEPESID INJ 150M 7.5ML	07/01/2003	\$	163.79

\*Applies to Paraplatin only.

-Annual Growth Rebate on milligram volume as follows.

-105% - .75% Rebate

-110% - 1.5% Rebate

\*\* 2003 Sales = 2002 units x 2003 price

\*\*\* Price Match

^1.5% Off Invoice Discount or 1.5% Admin Fee

Cancer\_Oncology\_Mining\_Sales\_013103.xls

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Porta, Inc.

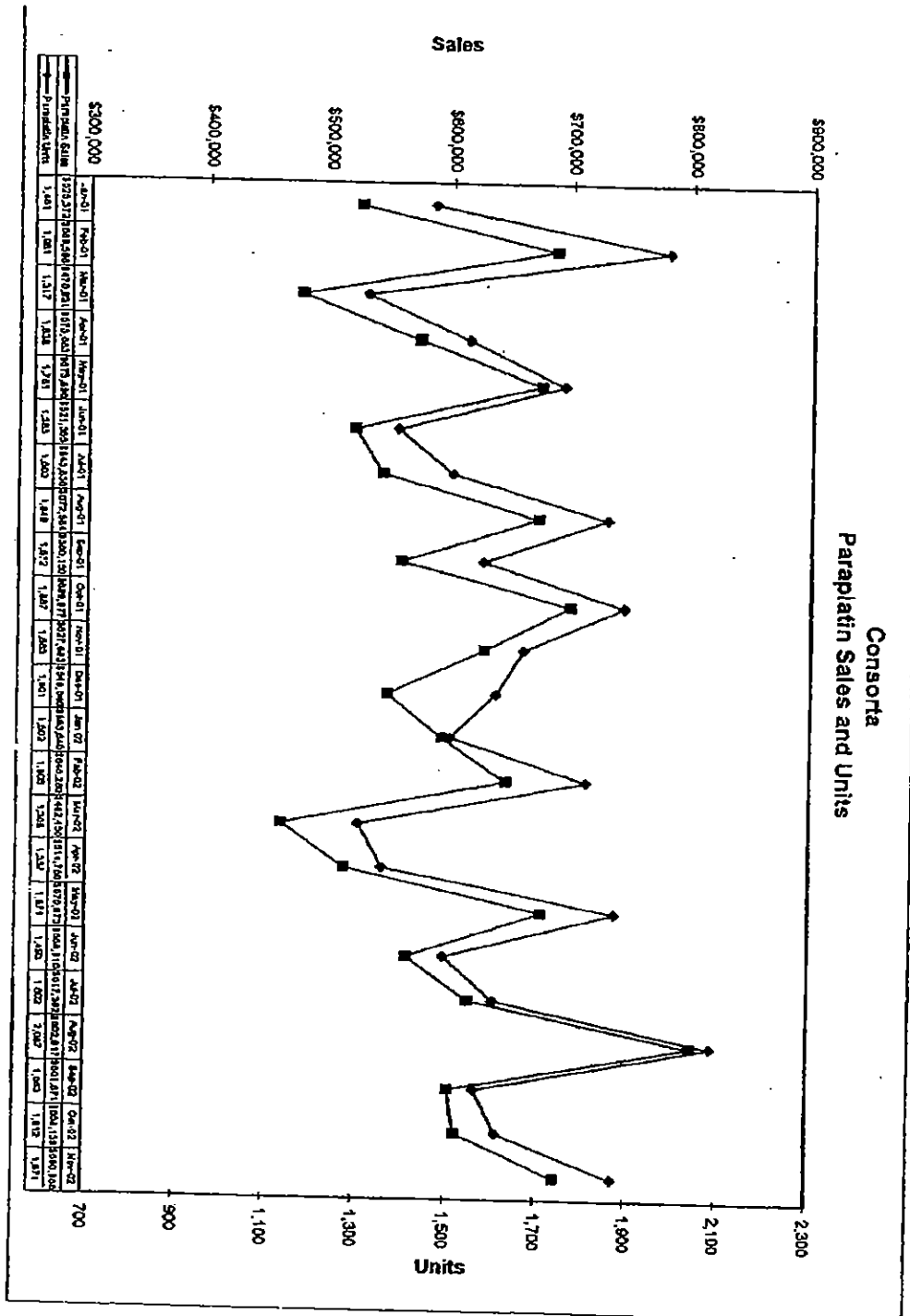
Owen January 2003 Offer	Premier January 2003 Offer	Consortia January 2003 Offer (3% above Premier)	Consortia January 2003 Offer (1.5% off WLP) PARAPLATIN	Consortia 2002 Units	Consortia 2003 Contract Sales **	Discount off WLP
\$ 70.00	\$ 70.00	\$ 72.10		180	\$ 12,978	70%
\$ 140.00	\$ 140.00	\$ 144.20		22	\$ 3,172	70%
\$ 7.75	\$ 7.75	\$ 7.98		538	\$ 4,295	61%
\$ 31.00	\$ 31.00	\$ 31.93		230	\$ 7,344	61%
\$ 15.50	\$ 15.50	\$ 15.97		1,310	\$ 20,914	61%
Discontinued	Discontinued					
Discontinued	Discontinued					
\$ 162.00	\$ 188.17	\$ 193.82		20	\$ 3,876	-3%
\$ 300.00	\$ 345.33	\$ 355.69		48	\$ 17,073	-3%
\$ 99.31	\$ 90.00	\$ 92.70		124	\$ 11,495	-3%
\$ 25.00	\$ 30.00	\$ 30.90		52	\$ 1,607	73%
\$ 1,890.00	\$ 1,800.00	\$ 1,854.00		316	\$ 585,864	18%
\$ 840.00	\$ 800.00	\$ 824.00		474	\$ 390,576	12%
\$ 1,250.00	\$ 1,190.00	\$ 1,225.70		854	\$ 1,046,748	10%
\$ 63.00	\$ 60.00	\$ 61.80				
\$ 170.00	\$ 162.00	\$ 166.86				
WLP						
\$ 93.27	\$ 96.00	\$ 98.88		992	\$ 98,089	26%
Discontinued						
Discontinued						
Discontinued						
\$ 126.00	\$ 120.00	\$ 123.60		106	\$ 13,102	
\$ 1,155.00	\$ 1,100.00	\$ 1,131.00		30	\$ 33,990	
\$ 187.20	\$ 165.00	\$ 169.95		20	\$ 3,359	77%
\$ 31.20	\$ 28.50	\$ 29.36		188	\$ 5,519	73%
\$ 91.60	\$ 85.00	\$ 87.55		116	\$ 10,156	76%
\$ 371.99	\$ 371.05	\$		8,936	\$ 3,307,336	2%
\$ 1,116.00	\$ 1,113.18	\$		7,292	\$ 8,096,752	2%
\$ 124.01	\$ 123.69	\$		7,084	\$ 874,032	2%
\$ 70.00	\$ 347.24	\$ 357.66		70	\$ 25,036	11%
\$ 35.00	\$ 173.63	\$ 178.84		90	\$ 16,096	11%
Discontinued						
Discontinued						
\$ 120.00	\$ 115.00	\$ 118.45		944	\$ 111,817	76%
\$ 120.00						
Consortia 2002 Offer	\$ 345.00	\$ 355.35		548	\$ 194,732	76%
Consortia 2002 Offer	\$ 34.50	\$ 35.54		450	\$ 15,991	76%
\$ 36.00				66	\$ 64,826	
\$ 933.61	\$ 933.61	\$ 982.22				

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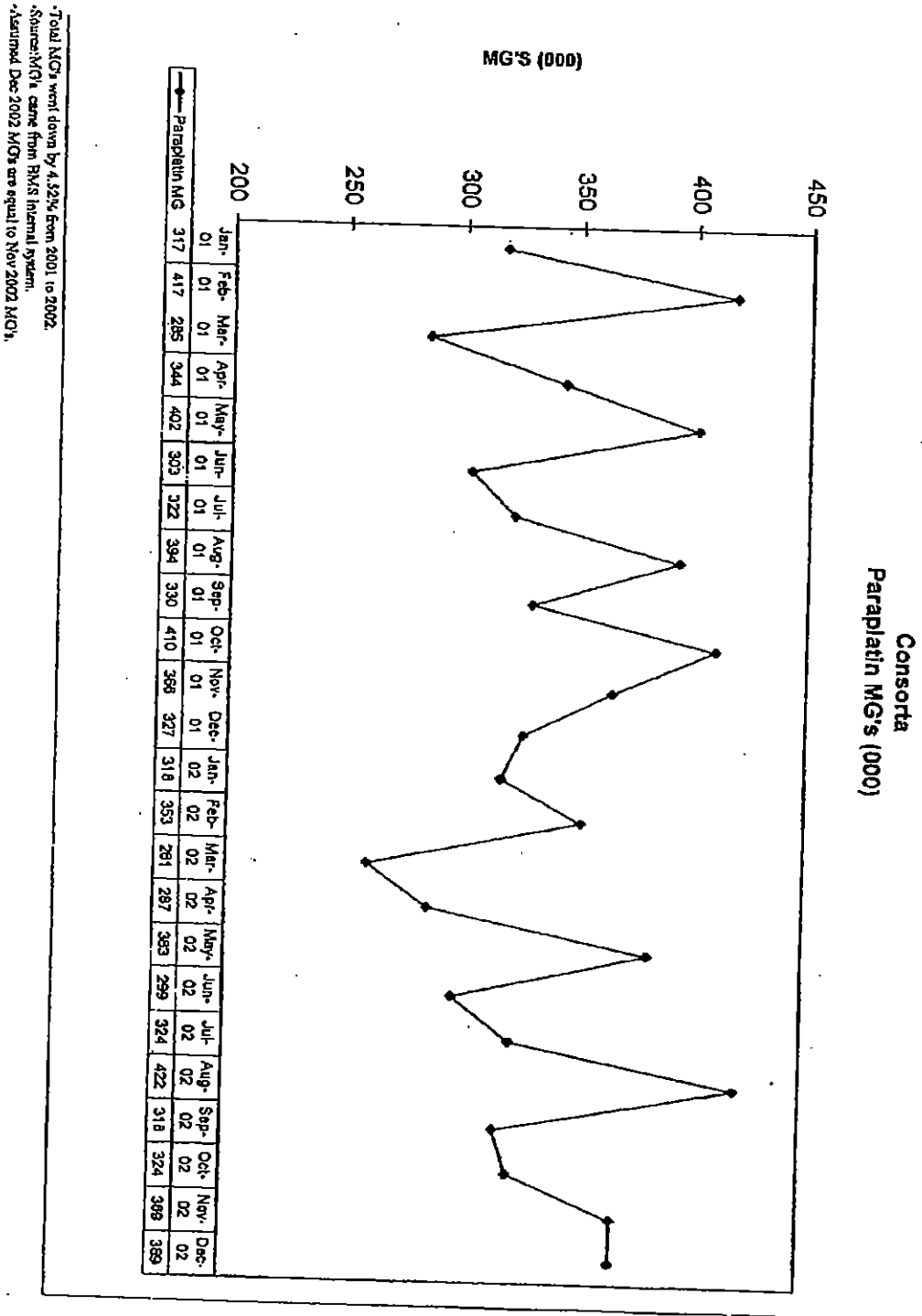






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BMS/AWP/000059741

# EXHIBIT 35

Owen Healthcare, Inc. (Bid #196232)  
1330 Enclave Parkway, Houston, TX 77077

List #	3% Admin Fee	Product / Size	Eff Date	Exp Date	Current Contract Price	Current W/LP
301097	X	BLENOXANE IN 15 15 UN	01/09/2001	03/31/2003	\$ 100.00	\$ 243.68
301026	X	BLENOXANE IN 15 UNIT VHA				
306301	X	BLENOXANE IN 30 30 UN	01/09/2001	03/31/2003	\$ 178.00	\$ 487.36
054741	X	CYTOXAN LYOPHI 50 VL (500MG)	01/09/2001	03/31/2003	\$ 4.50	\$ 20.57
054941	X	CYTOXAN LYOPHI 1 VL (2.0G/VIAL)	01/09/2001	03/31/2003	\$ 12.00	\$ 82.31
054841	X	CYTOXAN LYOPHI 1 VL (1.0G/VIAL)	01/09/2001	03/31/2003	\$ 7.90	\$ 41.14
054641	X	CYTOXAN LYOPHI 1 VL (200MG)	01/09/2001	03/31/2003	\$ 2.50	\$ 9.80
053941	X	CYTOXAN LYOPHI 1 VL	01/09/2001	03/31/2003	\$ 2.00	
050401		CYTOXAN TABS 25MG				\$ 188.17
050401		CYTOXAN TABS 25MG				\$ 188.17
050301		CYTOXAN TABS 50MG				\$ 345.33
050301		CYTOXAN TABS 50MG				\$ 3289.08
340420		ETOPHOS 100MG VIAL				
083050	X	HYDREA CAPS 500M 100	05/24/2000	03/31/2003	\$ 37.75	\$ 113.54
355427	X	IFEX 10X1GM/MESNEX 10X1GM VL				
355626	X	IFEX 5X1GM/MESNEX 3X1GM VL				
356415	X	IFEX MESNEX (3G IFEX/1G MES)				
308060		LYSODREN TABLETS 500MG				
308060		LYSODREN TABLETS 500MG				
050802	X	MEGACE O.S. 40MG/ML				\$ 133.27
050802	X	MEGACE O.S. 40MG/ML				\$ 133.27
059608		MEGACE TAB 40MG 250	04/01/1997	03/31/2003	\$ 77.06	Discontinued
059609		MEGACE TAB 40MG 500	04/01/1997	03/31/2003	\$ 140.66	Discontinued
059501		MEGACE TABS 20MG 100	06/25/1998	03/31/2003	\$ 19.00	Discontinued
059641		MEGACE TABS 40MG 100	04/01/1997	03/31/2003	\$ 33.39	Discontinued
356302		MESNEX 1GM MULTIDOSE VIAL				
356311		MESNEX 1GM VHA+				
356303		MESNEX MULTIDOSE 1G VL				
300221		MUTAMYCIN 20MG W/CYTGUARD				
305997	X	MUTAMYCIN 40MG VIAL	03/18/1999	03/31/2003	\$ 246.40	\$ 732.07
300197	X	MUTAMYCIN FOR IN 1 VL	03/18/1999	03/31/2003	\$ 36.00	\$ 107.29

309220	X	MUTAMYCIN FOR IN VIAL	03/18/1999	03/31/2003	\$ 123.20	\$	362.33
321429		PARAPLATIN 10X15ML VHA+					
321431		PARAPLATIN 150MG LYOPH CYTO					
321430		PARAPLATIN 1X150 20ML*	01/01/2003	03/31/2003	\$ 371.99	\$	375.75
321530		PARAPLATIN 1X450 100ML*	01/01/2003	03/31/2003	#####	\$	1,127.27
321330		PARAPLATIN 50MG VIAL*	01/01/2003	03/31/2003	\$ 124.01	\$	125.26
321331		PARAPLATIN 50MG W/CYTO					
322197	X	PLATINOL AQ INJ VIAL	11/12/1999	03/31/2003	\$ 290.00	\$	399.93
322097	X	PLATINOL AQ INJ VIAL	11/12/1999	03/31/2003	\$ 145.00	\$	199.98
322026		PLATINOL-AQ 50MG VL VHA					
335397		RUBEX 100 MG LYO 100ML	03/18/1999	03/31/2003	\$ 45.00	Discontinued	
335297		RUBEX 50MG LYOPH 50ML	03/18/1999	03/31/2003	\$ 25.00	Discontinued	
347630	X	TAXOL 100MG INJ 16.7M	10/14/1997	03/31/2003	\$ 487.01	\$	487.01
347627	X	TAXOL 100MG SEM- 100MG	04/01/1997	03/31/2003	\$ 487.01	\$	487.01
347911	X	TAXOL 300MG/50ML 300MG	06/25/1998	03/31/2003	#####	\$	1,461.00
347530	X	TAXOL 30MG INJ M 1X5ML	10/14/1997	03/31/2003	\$ 146.10	\$	146.10
347527		TAXOL 30MG SEM-S 1X5ML	04/01/1997	03/31/2003	\$ 146.10		
347520		TAXOL 30MG/5ML VHA+ LABEL					
309145	X	VEPESID 50MG CAPSULES					
309145	X	VEPESID 50MG CAPSULES					
306220	X	VEPESID 1GM/50ML VIAL	09/13/2000	03/31/2003	\$ 60.00	\$	1,037.31
306120	X	VEPESID 500MG VIAL	09/13/2000	03/31/2003	\$ 30.00	\$	532.30
309595	X	VEPESID INJ 100M VIAL	09/13/2000	03/31/2003	\$ 6.00	\$	109.19
308420	X	VEPESID INJ 150M 7.5ML	09/13/2000	03/31/2003	\$ 9.00	\$	163.79

## \*Applies to Paraplatin only:

- Annual growth rebate on milligram volume as follows:

- 105% - .75% Rebate

- 110% - 1.5% Rebate

Discount off WLP	November 2002 Offer	Discount off WLP	January 2003 offer	Discount off WLP	2002 Units	2002 Contract Sales	2002 Contract Total Sales
59%	\$ 70.00	71%	\$ 70.00	71%	1,629	\$ 162,900	\$ 221,218
					(1)	\$ (244)	
63%	\$ 140.00	71%	\$ 140.00	71%	329	\$ 58,562	
78%	\$ 8.90	57%	\$ 7.75	62%	7,163	\$ 32,256	\$ 88,587
85%	\$ 21.00	74%	\$ 31.00	62%	705	\$ 8,485	
81%	\$ 11.25	73%	\$ 15.50	62%	4,438	\$ 35,090	
74%	\$ 5.25	46%	Discontinued		3,513	\$ 8,786	
					1,980	\$ 3,970	
	\$ 162.00	14%	\$ 162.00	14%	10	\$ 2,489	\$ 29,408
	\$ 162.00	14%	\$ 162.00	14%	11	\$ 2,418	
	\$ 300.00	13%	\$ 300.00	13%	35	\$ 13,330	
	\$ 2,900.00	12%	\$ 2,900.00	12%	30	\$ 11,171	
					107	\$ 10,626	\$ 10,626
67%	\$ 25.00	78%	\$ 25.00	78%	477	\$ 18,361	\$ 18,361
	Price Match		\$ 1,890.00		60	\$ 135,499	\$ 497,609
			\$ 840.00		112	\$ 104,675	
			\$ 1,250.00		190	\$ 257,435	
					14	\$ 3,862	8,275
					16	\$ 4,413	
	\$ 93.27	30%	\$ 93.27	30%	139	\$ 18,637	\$ 37,812
	\$ 93.27	30%	\$ 93.27	30%	143	\$ 19,174	\$ 2,023
					108	\$ 2,067	
					(6)	\$ (43)	
	Price Match		\$ 126.00		112	\$ 19,646	\$ 38,766
			\$ 126.00		(1)	\$ (175)	
			\$ 1,155.00		11	\$ 19,295	
66%	\$ 187.20	74.4%	\$ 187.20	74.4%	290	\$ 101,033	\$ 229,690
66%	\$ 31.20	70.9%	\$ 31.20	70.9%	66	\$ 16,312	
					1,806	\$ 65,074	

66%	\$	93.60	74.2%	\$	93.60	74.2%	383	\$	47,212	\$	2,535,213
1.0%				\$	371.99	1.0%	(1)	\$	(289)		
1.0%				\$	1,116.00	1.0%	2,995	\$	560,574		
1.0%				\$	124.01	1.0%	1,996	\$	1,843,004		
							10	\$	1,134		
							2,096	\$	130,790		
27.5%	\$	70.00	82.5%	\$	70.00	82.5%	6	\$	1,769	\$	1,670
27.5%	\$	35.00	82.5%	\$	35.00	82.5%	1	\$	145		
							(2)	\$	(244)		
										\$	(23)
0.0%	Price Match			\$	120.00	75.4%	(1)	\$	(23)		
				\$	120.00	75.4%	168	\$	81,818	\$	170,646
0.0%				\$	360.00	75.4%	43	\$	62,823		
0.0%				\$	36.00	75.4%	180	\$	26,298		
							(2)	\$	(292)		
				\$	953.61		1	\$	5,436	\$	125,324
94.2%	\$	54.41	94.8%	\$	54.41	94.8%	22	\$	21,075		
94.4%	\$	28.22	94.7%	\$	28.22	94.7%	237	\$	14,220		
94.5%	\$	6.00	94.5%	\$	6.00	94.5%	375	\$	11,250		
94.5%	\$	9.04	94.5%	\$	9.00	94.5%	11,207	\$	67,243		
							677	\$	6,100		
43,877 \$ 4,015,205 \$ 4,015,205											



# EXHIBIT 36

## PREMIER CURRENT CONTRACTS

NDC #	LIST #	DESCRIPTION	UNIT PRC	Effective Date	Exp Date	Unit Price
00072420008	o 301097	BLENOXANE INJ 15 UNIT VL	100.000	07/14/2000	12/31/2002	100.000
00015301020	o 306301	BLENOXANE INJ 30 UNIT VL	178.000	07/19/2000	12/31/2002	178.000
00015306301	o 083050	HYDREA CAPS 500MG	51.000	03/19/1999	12/31/2002	51.000
00087081941	o 355427	IFEX 10X1GM/MESNEX 10X1GM VL	1800.000	08/08/2002	12/31/2002	1800.000
00087081944	o 055605	IFEX 1G 1X1 VIAL	60.000	09/27/2002	12/31/2002	60.000
00087081841	o 055701	IFEX 3GM	162.000	09/27/2002	12/31/2002	162.000
00087081844	o 355628	IFEX 5X1GM/MESNEX 3X1GM VL	800.000	08/08/2002	12/31/2002	800.000
00087082232	o 356415	IFEX MESNEX (3G IFEX/1G MES)	1190.000	08/06/2002	12/31/2002	1190.000
00087082233	o 059501	MEGACE TABS 20MG	19.000	07/01/1998	12/31/2002	19.000
00072685004	o 059641	MEGACE TABS 40MG	23.600	05/25/2000	12/31/2002	23.600
5977274904	o 305997	MUTAMYCIN 40MG	246.400	03/19/1999	12/31/2002	246.400
5977274902	o 300220	MUTAMYCIN FOR INJ 20MG	89.400	03/21/2002	12/31/2002	89.400
5977274973	o 300197	MUTAMYCIN FOR INJ 5MG	29.800	03/21/2002	12/31/2002	29.800
5977274971	o 321430	PARAPLATIN 1X150MG LYO VL	339.170	09/09/2002	12/31/2002	339.170
5977274914	o 321530	PARAPLATIN 1X450MG LYO VL	1017.530	09/09/2002	12/31/2002	1017.530
5977274924	o 321330	PARAPLATIN 50MG LYOPHILIZ	113.070	09/09/2002	12/31/2002	113.070
5977274922	o 322197	PLATINOL AQ INJ 100MG/VIAL	347.240	11/29/1999	12/31/2002	347.240
5977274933	o 322097	PLATINOL AQ INJ 50MG/VIAL	173.630	11/29/1999	12/31/2002	173.630
5977274931	o 335297	RUBEX 50MG LYOPHILIZED	25.000	03/19/1999	12/31/2002	25.000
5977274944	o 347630	TAXOL 100MG INJ MULTIDOSE	120.000	10/26/2002	12/31/2002	120.000
00087772060	o 347911	TAXOL 300MG/50ML VIAL	360.000	10/26/2002	12/31/2002	360.000
00087772150	o 347530	TAXOL 30MG INJ MULTIDOSE	36.000	10/26/2002	12/31/2002	36.000
00087772160	o 306220	VEPESID 1GM/50ML	60.000	10/19/1999	12/31/2002	60.000
00087771862	o 308120	VEPESID 500MG	30.000	10/19/1999	12/31/2002	30.000
00087771962	o 309595	VEPESID INJ 100MG/5ML	6.000	10/19/1999	12/31/2002	6.000
00087771840	o 308420	VEPESID INJ 150MG/7.5ML	9.000	10/19/1999	12/31/2002	9.000
00087771864	685004	CAPITROL SHAMPOO 4 OZ	15.080	07/01/1998	12/31/2002	15.080
00087771940	772060	CEFZIL 250MG TABS	311.730	01/01/2002	12/31/2002	311.730
00087771964	772150	CEFZIL 500MG TABS	321.890	01/01/2002	12/31/2002	321.890
57783360281	772160	CEFZIL 500MG TABS	634.980	01/01/2002	12/31/2002	634.980
00015054741	771862	CEFZIL O/S 125MG/5ML	22.390	01/01/2002	12/31/2002	22.390
00015053941	771962	CEFZIL O/S 250MG/5ML	40.890	01/01/2002	12/31/2002	40.890
00015054841	771840	CEFZIL OS 125MG/5ML	15.000	01/01/2002	12/31/2002	15.000
00015054641	771864	CEFZIL OS 125MG/5ML	29.790	01/01/2002	12/31/2002	29.790
00015054941	771940	CEFZIL OS 250 MG/5ML	27.820	01/01/2002	12/31/2002	27.820
00072620345	771964	CEFZIL OS 250MG 100ML	53.970	01/01/2002	12/31/2002	53.970
00072600345	028008	DOVONEX CREAM 80GM TUBE	89.170	01/01/2002	12/31/2002	89.170
00072610345	254006	DOVONEX OINTMENT .005% 60GM	89.170	01/01/2002	12/31/2002	89.170
00072200004	116006	DOVONEX SCALP SOL 60ML BT	77.940	01/01/2002	12/31/2002	77.940
00072672101	049420	KENALOG-10 INJECTION	3.540	07/01/2000	12/31/2002	3.540
00072672103	029305	KENALOG-40 INJECTION	4.090	07/01/2000	12/31/2002	4.090
00072662101	029320	KENALOG-40 INJECTION	14.000	07/01/2000	12/31/2002	14.000
00072662103	029328	KENALOG-40 INJECTION	32.580	07/01/2000	12/31/2002	32.580
00072700005	571208	LAC-HYDRIN 12% LOTION NQ	31.670	01/01/2002	12/31/2002	31.670
00072690505	571214	LAC-HYDRIN 12% LOTION NQ	49.850	01/01/2002	12/31/2002	49.850
00072026010	573028	LAC-HYDRIN CREAM 280GM TB	33.160	01/01/2002	12/31/2002	33.160
00072026006	015846	MONOPRIL 10MG TAB	76.970	01/01/2002	12/31/2002	76.970
00072254010	015885	MONOPRIL 10MG TABS	855.280	01/01/2002	12/31/2002	855.280

## PREMIER CURRENT CONTRACTS

NDC #	LIST #	DESCRIPTION	UNIT PRC	Effective Date	Exp Date	Unit Price
00072254006	060942	MONOPRIL 20MG TAB 90S BOT	76.970	01/01/2002	12/31/2002	76.970
00072116006	060985	MONOPRIL 20MG TABS	855.280	01/01/2002	12/31/2002	855.280
00072760303	060945	MONOPRIL 20MG TABS UNI	91.520	01/01/2002	12/31/2002	91.520
00072210360	120213	MONOPRIL TABS 40MG	76.970	01/01/2002	12/31/2002	76.970
00072220316	517875	PRAVA TB 20MG 1000 R-MASS	2041.530	01/01/2002	12/31/2002	2041.530
00072220360	515405	PRAVA TBS 10MG RED MASS	187.700	01/01/2002	12/31/2002	187.700
00072820015	517806	PRAVA TBS 20MG HUD R-MASS	207.830	01/01/2002	12/31/2002	207.830
00072820030	517805	PRAVA TBS 20MG RED MASS	183.710	01/01/2002	12/31/2002	183.710
00072820060	519410	PRAVACHOL-RM TB 40MG 90'S	298.050	01/01/2002	12/31/2002	298.050
00087606005	003231	SERZONE 100MG TABS	68.920	01/01/2002	12/31/2002	68.920
00087606010	003931	SERZONE 150MG TABS	69.560	01/01/2002	12/31/2002	69.560
00087607005	003331	SERZONE 200MG TABS	70.210	01/01/2002	12/31/2002	70.210
00087606313	004131	SERZONE 250MG TABS	70.860	01/01/2002	12/31/2002	70.860
00087606314	003147	SERZONE 50MG TABS	67.940	01/01/2002	12/31/2002	67.940
00087607211	565001	STADOL NS 10/ML 2.5ML*C4	73.090	01/01/2002	12/31/2002	73.090
00087607411	111780	TEQUIN 200MG TB 10X10 BLI	682.270	01/01/2002	12/31/2002	682.270
00087607311	111750	TEQUIN 200MG TB 30 BTL	204.680	01/01/2002	12/31/2002	204.680
00003148215	117780	TEQUIN 400MG TB 100 BLIST	682.270	01/01/2002	12/31/2002	682.270
00003148240	117760	TEQUIN 400MG TB 50 BTL	341.130	01/01/2002	12/31/2002	341.130
00003148240	117719	TEQUIN TEQPAQ 400MG2X7BLS	91.530	01/01/2002	12/31/2002	91.530
00003148220	140015	ULTRAVATE CREAM .05% 15GM	23.850	01/01/2002	12/31/2002	23.850
00003148230	140050	ULTRAVATE CREAM .05% 50GM	57.370	01/01/2002	12/31/2002	57.370
00003024815	145015	ULTRAVATE OINT .05% 15GM	23.850	01/01/2002	12/31/2002	23.850
00003024840	145050	ULTRAVATE OINT .05% 50GM	57.370	01/01/2002	12/31/2002	57.370
00003024820	420008	BALNETAR 7.5 OZ.	15.690	01/01/2002	12/31/2002	15.690
00003024830	081901	BUSPAR 10MG	131.280	01/01/2002	12/31/2002	131.280
00003024915	081904	BUSPAR 10MG	638.150	01/01/2002	12/31/2002	638.150
00003024920	081801	BUSPAR 5MG	75.280	01/01/2002	12/31/2002	75.280
00003149421	081804	BUSPAR 5MG	365.980	01/01/2002	12/31/2002	365.980
00003149431	082232	BUSPAR DIVIDOSE 15MG	117.690	01/01/2002	12/31/2002	117.690
00003083050	082233	BUSPAR DIVIDOSE 15MG	348.000	01/01/2002	12/31/2002	348.000
00015355427	620345	DESQUAM-E GEL 10% 1.5OZ	11.480	01/01/2002	12/31/2002	11.480
00015055605	600345	DESQUAM-E GEL 2.5% 1.5OZ	10.960	01/01/2002	12/31/2002	10.960
00015055741	610345	DESQUAM-E GEL 5% 1.5OZ	11.270	01/01/2002	12/31/2002	11.270
00015355628	200004	DESQUAM-X BAR 10% 3.75OZ	8.740	01/01/2002	12/31/2002	8.740
00015356415	672101	DESQUAM-X GEL 10% 1.5OZ	11.110	01/01/2002	12/31/2002	11.110
00003049420	672103	DESQUAM-X GEL 10% 3OZ	19.690	01/01/2002	12/31/2002	19.690
00003029305	662115	DESQUAM-X GEL 5% 1.5OZ	10.880	01/01/2002	12/31/2002	10.880
00003029320	662103	DESQUAM-X GEL 5% 3OZ	19.340	01/01/2002	12/31/2002	19.340
00003029328	700005	DESQUAM-X WASH 10% 5OZ	15.280	01/01/2002	12/31/2002	15.280
00087076102	690505	DESQUAM-X WASH 5% 5OZ	14.280	01/01/2002	12/31/2002	14.280
00087077141	760303	ESTAR GEL 3OZ TUBE	14.770	01/01/2002	12/31/2002	14.770
00087077142	210360	EURAX CREAM 60GM TUBE	11.130	01/01/2002	12/31/2002	11.130
00087076641	220316	EURAX LOTION 16OZ BOTTLE	77.270	01/01/2002	12/31/2002	77.270
00087076643	220360	EURAX LOTION 60GM BOTTLE	11.870	01/01/2002	12/31/2002	11.870
00087076741	820015	EXELDERM CREAM 1% 15GM	10.470	01/01/2002	12/31/2002	10.470
00087076743	820030	EXELDERM CREAM 1% 30GM	18.420	01/01/2002	12/31/2002	18.420

## PREMIER CURRENT CONTRACTS

NDC #	LIST #	DESCRIPTION	UNIT PRC	Effective Date	Exp Date	Unit Price
00087075841	820060	EXELDERM CREAM 1% 60GM	30.530	01/01/2002	12/31/2002	30.530
00072571208	606005	GLUCOPHAGE 500MG TABS	64.950	01/01/2002	12/31/2002	64.950
00072571214	606010	GLUCOPHAGE 500MG TABS	324.730	01/01/2002	12/31/2002	324.730
00072576004	607005	GLUCOPHAGE 850MG TABS	110.410	01/01/2002	12/31/2002	110.410
00072578008	606313	GLUCOPHAGE XR 500MG 100B	57.370	01/01/2002	12/31/2002	57.370
00072573028	607211	GLUCOVANCE 1.25MG TABS	63.790	03/05/2002	12/31/2002	63.790
00072640008	607411	GLUCOVANCE 5MG TABS	76.090	03/05/2002	12/31/2002	76.090
00072230001	607311	GLUCOVN TB 2.5MG 1X100 BT	76.090	03/05/2002	12/31/2002	76.090
00003773199	148215	HALOG CREAM 0.1% 15GM	19.220	01/01/2002	12/31/2002	19.220
00015059646	148240	HALOG CREAM 0.1% 240GM	167.070	01/01/2002	12/31/2002	167.070
00015059645	148220	HALOG CREAM 0.1% 30GM	30.880	01/01/2002	12/31/2002	30.880
00015059501	148230	HALOG CREAM 0.1% 60GM	52.520	01/01/2002	12/31/2002	52.520
00015059841	024815	HALOG OINTMENT 0.1% 15GM	19.220	01/01/2002	12/31/2002	19.220
00015358302	024840	HALOG OINTMENT 0.1% 240GM	167.070	01/01/2002	12/31/2002	167.070
00015358303	024820	HALOG OINTMENT 0.1% 30GM	30.880	01/01/2002	12/31/2002	30.880
00087015846	024830	HALOG OINTMENT 0.1% 60GM	52.520	01/01/2002	12/31/2002	52.520
00087015885	024915	HALOG SOLUTION 0.1% 20ML	22.750	01/01/2002	12/31/2002	22.750
00087080942	024920	HALOG SOLUTION 0.1% 60ML	50.990	01/01/2002	12/31/2002	50.990
00087060985	149421	HALOG-E CREAM 0.1% 30GM	30.880	01/01/2002	12/31/2002	30.880
00087060945	149431	HALOG-E CRM .1% 60G TUBE	52.520	01/01/2002	12/31/2002	52.520
00087120213	076106	K-LYTE 25MEQ TABS ORANGE	267.740	01/01/2002	12/31/2002	267.740
00015305920	077101	K-LYTE DS 50MEQ TABS ORANGE	64.330	01/01/2002	12/31/2002	64.330
00015300220	077102	K-LYTE DS 50MEQ TABS ORANGE	192.980	01/01/2002	12/31/2002	192.980
00015300120	076601	K-LYTE/CL 25MEQ TB CITRUS	35.750	01/01/2002	12/31/2002	35.750
000153059320	076603	K-LYTE/CL 25MEQ TB CITRUS	113.090	01/01/2002	12/31/2002	113.090
00003052650	076701	K-LYTE/CL 25MEQ TB FRT PUNCH	35.750	01/01/2002	12/31/2002	35.750
00003052620	076703	K-LYTE/CL 25MEQ TB FRT PUNCH	113.090	01/01/2002	12/31/2002	113.090
00015321430	075801	K-LYTE/CL 50MEQ TABS CITRUS	64.330	01/01/2002	12/31/2002	64.330
00015321530	576004	LAC-HYDRIN 5 4OZ.	4.840	01/01/2002	12/31/2002	4.840
00015321330	576008	LAC-HYDRIN 5 8OZ.	8.430	01/01/2002	12/31/2002	8.430
00072530002	640008	LINDORA 8OZ LOT. BTL	13.000	01/01/2002	12/31/2002	13.000
00072530004	230001	LOWILA CAKE 3.75OZ CTN	3.100	01/01/2002	12/31/2002	3.100
00072790005	059320	MYCOSTATIN TOP. POWDER	24.410	01/01/2002	12/31/2002	24.410
00072520002	052650	NITRAZINE DISP W/4 REFILL	81.540	01/01/2002	12/31/2002	81.540
00072520004	052620	NITRAZINE PAPER W/DISP	24.010	01/01/2002	12/31/2002	24.010
00015322122	530002	PERNOX LEMON 2OZ.	8.440	01/01/2002	12/31/2002	8.440
00015322022	530004	PERNOX LEMON 4OZ.	13.900	01/01/2002	12/31/2002	13.900
00003517875	790005	PERNOX LOTION 5OZ.	11.560	01/01/2002	12/31/2002	11.560
00003515405	520002	PERNOX REG 2OZ BOTT	8.440	01/01/2002	12/31/2002	8.440
00003517806	520004	PERNOX REG 4OZ BOTT	13.900	01/01/2002	12/31/2002	13.900
00003517805	480004	SEBUCARE 4OZ TOPICAL BTL	12.810	01/01/2002	12/31/2002	12.810
00003519410	800060	STATICIN 1.5% 60ML BOTT	23.630	01/01/2002	12/31/2002	23.630
00015335322	118080	TEQUIN 200MG/100ML 1X BAG	15.000	01/01/2002	12/31/2002	15.000
00015335222	118180	TEQUIN 400MG/200ML 1X BAG	31.700	01/01/2002	12/31/2002	31.700
00072480004	117980	TEQUIN IV 400GM/40ML 1XVL	31.700	01/01/2002	12/31/2002	31.700
	117880	TEQUIN 200MG/20ML 1X VIAL	15.000	01/01/2002	12/31/2002	15.000
	117719	TEQUIN TEQPAQ 400MG2X7BLS	91.530	01/01/2002	12/31/2002	91.530
00087003231	810015	WESTCORT CREAM .2% 15GM	14.610	01/01/2002	12/31/2002	14.610

## PREMIER CURRENT CONTRACTS

NDC #	LIST #	DESCRIPTION	UNIT PRC	Effective Date	Exp Date	Unit Price
00087003931	810045	WESTCORT CREAM .2% 45GM	30.290	01/01/2002	12/31/2002	30.290
00087003331	810060	WESTCORT CREAM .2% 60GM	36.440	01/01/2002	12/31/2002	36.440
00087004131	780015	WESTCORT OINT .2% 15GM	14.610	01/01/2002	12/31/2002	14.610
00087003147	780045	WESTCORT OINT .2% 45GM	30.290	01/01/2002	12/31/2002	30.290
00087565041	780060	WESTCORT OINT .2% 60GM	36.440	01/01/2002	12/31/2002	36.440
00072800060	749040	CEFACLO 125MG/5ML 150ML	6.600	07/01/2000	12/31/2002	6.600
00015347630	749020	CEFACLO 125MG/5ML 75ML	3.320	07/01/2000	12/31/2002	3.320
00015347911	749730	CEFACLO 187MG/5ML 100ML	6.600	07/01/2000	12/31/2002	6.600
00015347530	749710	CEFACLO 187MG/5ML 50ML	3.320	07/01/2000	12/31/2002	3.320
00015111780	749140	CEFACLO 250MG CAP 100S	28.000	07/01/2000	12/31/2002	28.000
00015111750	749240	CEFACLO 250MG/5ML 150ML	11.970	07/01/2000	12/31/2002	11.970
00015118080	749220	CEFACLO 250MG/5ML 75ML	6.150	07/01/2000	12/31/2002	6.150
00015117880	749330	CEFACLO 375MG/5ML 100ML	11.970	07/01/2000	12/31/2002	11.970
00015117780	749310	CEFACLO 375MG/5ML 50ML	6.150	07/01/2000	12/31/2002	6.150
00015117760	749440	CEFACLO 500MG CAP 100S	55.440	07/01/2000	12/31/2002	55.440
00015118180	360281	CLOXACILLIN CAPS 250MG	6.700	07/01/2000	12/31/2002	6.700
00015117980	054741	CYTOXAN LYOPH 500MG	4.500	07/01/1998	12/31/2002	4.500
00015117719	053941	CYTOXAN LYOPHILIZED 100MG	2.000	07/01/1998	12/31/2002	2.000
00072140015	054841	CYTOXAN LYOPHILIZED 1GM	8.000	03/19/1999	12/31/2002	8.000
00072140050	054641	CYTOXAN LYOPHILIZED 200MG	2.500	07/01/1998	12/31/2002	2.500
00072145015	054941	CYTOXAN LYOPHILIZED 2GM	16.000	11/02/1998	12/31/2002	16.000
00072145050	026010	DOVONEX CREAM 100G TUBE	135.110	01/01/2002	12/31/2002	135.110
0005306220	254010	DOVONEX OINT .005% 100G	135.110	01/01/2002	12/31/2002	135.110
0005306120	606314	GLUCOPHAGE XR 500MG 500 B	286.840	01/01/2002	12/31/2002	286.840
00015309520	773199	MAXIPIME 500MG 15ML VIAL	6.400	01/01/1999	12/31/2002	6.400
00015308420	059608	MEGACE TAB 40MG 250S BTL	77.000	07/01/1998	12/31/2002	77.000
00072810015	059609	MEGACE TAB 40MG 500S BTL	140.000	07/01/1998	12/31/2002	140.000
00072810045	356302	MESNEX 1GM MULTIDOSE VIAL	120.000	09/04/2002	12/31/2002	120.000
00072810060	356303	MESNEX MULTIDOSE 1G VL	1200.000	09/04/2002	12/31/2002	1200.000
00072780015	335397	RUBEX 100 MG LYOPHILIZED	45.000	03/19/1999	12/31/2002	45.000

	Current WLP	Contract Discount
\$	243.68	58.96%
\$	487.36	63.48%
\$	113.54	55.08%
\$	2,258.32	20.29%
\$	135.87	55.84%
\$	489.21	66.89%
\$	934.60	14.40%
\$	1,354.92	12.17%
\$	60.54	68.62%
\$	107.97	78.14%
\$	732.07	68.34%
\$	382.33	75.33%
\$	107.29	72.22%
\$	343.46	1.25%
\$	1,030.41	1.25%
\$	114.50	1.25%
\$	399.93	13.17%
\$	199.98	13.18%
\$	157.72	84.15%
\$	487.01	75.36%
\$	1,461.00	75.36%
\$	146.10	75.36%
\$	1,037.31	94.22%
\$	532.30	94.36%
\$	109.19	94.50%
\$	163.79	94.51%
\$	17.81	15.33%
\$	336.67	7.41%
\$	347.64	7.41%
\$	685.78	7.41%
\$	24.18	7.40%
\$	44.16	7.40%
\$	16.20	7.41%
\$	32.17	7.40%
\$	30.05	7.42%
\$	58.29	7.41%
\$	95.41	6.54%
\$	95.41	6.54%
\$	83.40	6.55%
\$	6.68	47.01%
\$	5.17	20.89%
\$	26.30	46.77%
\$	39.18	16.85%
\$	33.89	6.55%
\$	53.34	6.54%
\$	35.48	6.54%
\$	82.36	6.54%
\$	915.15	6.54%

		Contract
Current WLP	Discount	
\$ 82.36	6.54%	
\$ 915.15	6.54%	
\$ 97.73	6.35%	
\$ 82.36	6.54%	
\$ 2,314.28	11.79%	
\$ 200.24	6.26%	
\$ 235.59	11.78%	
\$ 208.25	11.78%	
\$ 312.95	4.76%	
\$ 73.06	5.67%	
\$ 74.43	6.54%	
\$ 75.83	7.41%	
\$ 77.24	8.26%	
\$ 71.34	4.77%	
\$ 78.21	6.55%	
\$ 716.38	4.76%	
\$ 214.91	4.76%	
\$ 716.38	4.76%	
\$ 358.19	4.76%	
\$ 25.52	6.54%	
\$ 61.39	6.55%	
\$ 25.52	6.54%	
\$ 61.39	6.55%	
\$ 15.69	0.00%	
\$ 131.28	0.00%	
\$ 638.15	0.00%	
\$ 75.28	0.00%	
\$ 365.98	0.00%	
\$ 117.69	0.00%	
\$ 348.00	0.00%	
\$ 11.48	0.00%	
\$ 10.96	0.00%	
\$ 11.27	0.00%	
\$ 8.74	0.00%	
\$ 11.11	0.00%	
\$ 19.69	0.00%	
\$ 10.88	0.00%	
\$ 19.34	0.00%	
\$ 15.28	0.00%	
\$ 14.28	0.00%	
\$ 14.77	0.00%	
\$ 11.13	0.00%	
\$ 77.27	0.00%	
\$ 11.87	0.00%	
\$ 10.47	0.00%	
\$ 18.42	0.00%	

Contract		
Current WLP	Discount	
\$ 30.53	0.00%	
\$ 64.95	0.00%	
\$ 324.73	0.00%	
\$ 110.41	0.00%	
\$ 57.37	0.00%	
\$ 63.79	0.00%	
\$ 76.09	0.00%	
\$ 76.09	0.00%	
\$ 19.22	0.00%	
\$ 167.07	0.00%	
\$ 30.88	0.00%	
\$ 52.52	0.00%	
\$ 19.22	0.00%	
\$ 167.07	0.00%	
\$ 30.88	0.00%	
\$ 52.52	0.00%	
\$ 22.75	0.00%	
\$ 50.99	0.00%	
\$ 30.88	0.00%	
\$ 52.52	0.00%	
\$ 267.74	0.00%	
\$ 64.33	0.00%	
\$ 192.98	0.00%	
\$ 35.75	0.00%	
\$ 113.09	0.00%	
\$ 35.75	0.00%	
\$ 113.09	0.00%	
\$ 64.33	0.00%	
\$ 4.84	0.00%	
\$ 8.43	0.00%	
\$ 13.00	0.00%	
\$ 3.10	0.00%	
\$ 24.41	0.00%	
\$ 81.54	0.00%	
\$ 24.01	0.00%	
\$ 8.44	0.00%	
\$ 13.90	0.00%	
\$ 11.56	0.00%	
\$ 8.44	0.00%	
\$ 13.90	0.00%	
\$ 12.81	0.00%	
\$ 23.63	0.00%	
\$ 15.00	0.00%	
\$ 31.70	0.00%	
\$ 31.70	0.00%	
\$ 15.00	0.0%	
\$ 14.61	0.00%	





PREMIER CONTRACT					
NDC#	LIST #	DESCRIPTION	1/1/2003 Effective Date	Exp Date	Contract price
0015347630	347630	TAXOL 100MG INJ MULTIDOSE	01/01/2003	01/15/2003	\$ 120.00
0015347911	347911	TAXOL 300MG/50ML VIAL	01/01/2003	01/15/2003	\$ 360.00
0015347530	347530	TAXOL 30MG INJ MULTIDOSE	01/01/2003	01/15/2003	\$ 36.00

**EXTENSION - TAXOL**

<b>1/16/2003 Effective Date</b>	<b>Exp Date</b>	<b>Contract price</b>	<b>1/23/2003 Effective Date</b>	<b>Exp Date</b>	<b>Contract price</b>
01/16/2003	01/22/2003	\$ 120.00	01/23/2003	06/30/2003	\$ 115.00
01/16/2003	01/22/2003	\$ 360.00	01/23/2003	06/30/2003	\$ 345.00
01/16/2003	01/22/2003	\$ 36.00	01/23/2003	06/30/2003	\$ 34.50

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BMS/AWP/000052517

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**From:** Michelle Barnard  
**Sent:** Thursday, January 23, 2003 7:13 AM  
**To:** Suzanne M Brauer  
**Subject:** [Fwd: Premier Price decrease]



Premier Price  
decrease



Premier\_BMS\_Taxolmichelle.barnard.vc  
\_pricing\_0123..



f  
Sue,

We have received confirmation from Christof that we need to change the Taxol price for Premier. The attached file reflects the updated Taxol price.

Please have someone in your group make this change today if possible. If you could send me an email once the change is made, I will send confirmation to Christof, the Account Executive and the customer. I will copy you on the response to them.

Michelle

# EXHIBIT 37

BRISTOL-MYERS SQUIBB ONCOLOGY  
MHA BID

NDC#	Tradename	Generic name	Form	Strength	Size	UD	Bid	WAC	AWP
00015336222	RUBEX	DOXORUBICIN HCL FOR INJ 50 MG	SOLR	50 MG	1 EA	UD	\$25.00	\$157.72	\$189.28
00015336322	RUBEX	DOXORUBICIN HCL FOR INJ 100 MG	SOLR	100 MG	1 EA	UD	\$45.00	\$315.43	\$378.52
00015332097	PLATINOL-AQ	CISPLATIN	SDV	50MG	1 EA		P&T	\$0.00	\$177.44
00015332197	PLATINOL-AQ	CISPLATIN	SDV	100MG	1 EA		P&T	\$0.00	\$354.86
00015055941	CYTOXAN	CYCLOPHOSPHAMIDE LYOPHILIZED FOR INJ 100 MG	SDV	100 MG	12 VL		\$2.00	\$61.92	\$74.30
00015054641	CYTOXAN	CYCLOPHOSPHAMIDE LYOPHILIZED FOR INJ 200 MG	SDV	200 MG	12 VL		\$2.50	\$117.60	\$141.12
00015054741	CYTOXAN	CYCLOPHOSPHAMIDE LYOPHILIZED FOR INJ 500 MG	SDV	500 MG	12 VL		\$4.50	\$246.84	\$296.21
00015054841	CYTOXAN	CYCLOPHOSPHAMIDE LYOPHILIZED FOR INJ 1 GM	SDV	1 GM	6 VL		\$8.00	\$246.84	\$296.21
00015054941	CYTOXAN	CYCLOPHOSPHAMIDE LYOPHILIZED FOR INJ 2 GM	SDV	2 GM	6 VL		\$16.00	\$483.68	\$592.63
00015301097	BLENOXANE	BLEOMYCIN SULFATE	SDV	15 UNITS	1 EA		\$155.00	\$0.00	\$292.42
00015301020	BLENOXANE	BLEOMYCIN SULFATE FOR INJ 15 U	SDV	15 U	1 VL		N/A	\$243.68	\$292.42
00015306301	BLENOXANE	BLEOMYCIN SULFATE FOR INJ 30 U	SDV	30 U	1 VL		\$280.00	\$487.36	\$584.83
00015335297	RUBEX	DOXORUBICIN HCL	SDV	50MG	1 EA		N/A	\$0.00	\$197.15
00015335397	RUBEX	DOXORUBICIN HCL	SDV	100MG	1 EA		N/A	\$0.00	\$394.29
00015300120	MUTAMYCIN	MITOMYCIN FOR INJ 5 MG	SOLR	5 MG	1 EA		\$36.00	\$107.29	\$128.75
00015300197	MUTAMYCIN	MITOMYCIN	SOLR	5MG	1 EA		N/A	\$0.00	\$128.75
00015300220	MUTAMYCIN	MITOMYCIN FOR INJ 20 MG	SOLR	20 MG	1 EA		\$123.20	\$382.33	\$434.80
00015305997	MUTAMYCIN	MITOMYCIN	SOLR	40MG	1 EA		N/A	\$0.00	\$878.48
00015305920	MUTAMYCIN	MITOMYCIN FOR INJ 40 MG	SOLR	40 MG	1 EA		\$246.40	\$732.07	\$878.48
000150559501	MEGACE	MEGESTROL ACETATE TAB 20 MG	TABS	20 MG	100 EA		\$19.00	\$60.54	\$72.65
00015055941	MEGACE	MEGESTROL ACETATE TAB 40 MG	TABS	40 MG	100 EA		\$33.00	\$107.97	\$128.56
00015059608	MEGACE	MEGESTROL ACETATE TAB 40MG	TABS	40MG	250 EA		\$82.50	\$0.00	\$317.50
00015059646	MEGACE	MEGESTROL ACETATE TAB 40 MG	TABS	40 MG	250 EA		N/A	\$264.54	\$622.07
00015059609	MEGACE	MEGESTROL ACETATE TAB 40MG	TABS	40MG	500 EA		\$51.00	\$0.00	\$622.07
00015059645	MEGACE	MEGESTROL ACETATE TAB 40 MG	TABS	40 MG	500 EA		\$165.00	\$518.30	\$621.96
00015308120	VEPESID	ETOPOSIDE INJ 20 MG/ML	MDV	20 MG/ML	25 ML		\$37.50	\$532.30	\$638.78
00015308595	VEPESID	ETOPOSIDE	SDV	100MG	5 ML		N/A	\$105.19	\$0.00
00015308520	VEPESID	ETOPOSIDE INJ 20 MG/ML	SDV	20 MG/ML	5 ML		\$7.50	\$108.19	\$131.03
00015308220	VEPESID	ETOPOSIDE INJ 20 MG/ML	MDV	20 MG/ML	50 ML		\$75.00	\$1,037.31	\$1,244.77
00015308420	VEPESID	ETOPOSIDE INJ 20 MG/ML	MDV	20 MG/ML	7.5 ML		\$11.25	\$163.79	\$196.55
00003083050	HYDREA	HYDROXYUREA CAP 500 MG	CAPS	500 MG	100 EA		\$51.00	\$113.54	\$141.93

SALES REFLECTED FOR THE PERIOD JANUARY 1, 1999 - DECEMBER 31, 1999

1 of 2

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BMS/AWP/00519439

**BRISTOL-MYERS SQUIBB ONCOLOGY**  
MHA BID

MAC	ccPrice
\$0.00	\$25.00
\$0.00	\$45.00
\$0.00	\$145.00
\$0.00	\$290.00
\$0.00	\$24.00
\$0.00	\$30.00
\$0.00	\$54.00
\$0.00	\$48.00
\$0.00	\$96.00
\$0.00	\$155.00
\$0.00	\$155.00
\$0.00	\$280.00
\$0.00	\$25.00
\$0.00	\$45.00
\$0.00	\$36.00
\$0.00	\$36.00
\$0.00	\$123.20
\$0.00	\$246.40
\$0.00	\$246.40
\$41.40	\$19.00
\$67.07	\$33.00
\$0.00	\$82.50
\$167.88	\$82.50
\$0.00	\$165.00
\$335.35	\$165.00
\$0.00	\$37.50
\$0.00	\$10.50
\$0.00	\$7.50
\$0.00	\$75.00
\$0.00	\$11.25
\$0.00	\$51.00

SALES REFLECTED FOR THE PERIOD JANUARY 1, 1999 - DECEMBER 31, 1999

2 of 2

# EXHIBIT 38



**CONFIDENTIAL**

*Etopophos*®  
(NDC 0015 - 3404 - 20)  
(etoposide phosphate) for Injection

**Launch Plan**

**Anticipated Launch: September/October 1995**

**BRAND POSITIONING STATEMENT:**

Etopophos® (etoposide phosphate) for Injection is a water-soluble prodrug of etoposide which displays identical activity to the parent compound. The solubility of Etopophos in aqueous solutions provides distinct benefits over etoposide. Etopophos can be infused over as few as 5 minutes without causing hypotension and can be admixed in concentrations as high as 20 mg/mL. Etopophos represents a significant advance in the clinical and practical utility of podophyllotoxin derivatives.

**"5/20"**

**(Five minute infusions/20 mg/mL concentration)**

**Larry J. Lunak  
September 6, 1995**

BMS:3:0011007

BMSAWP/0011214

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BMS:3-000005

BMSAWP/0011215

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## Executive Summary

In 1983, Bristol-Myers introduced VePesid® (etoposide) for Injection to the oncology community. In the 10 years in which the brand enjoyed domestic exclusivity, VePesid grew to become the highest selling cytotoxic in the United States. The year 1993 marked the apex of VePesid injectable growth with net sales in excess of \$188 MM. With a strong clinical database and over a decade of experience, etoposide ranks as one of the most valuable agents available to today's clinicians in the fight against cancer.

The year 1987 saw the introduction of VePesid® (etoposide) capsules. Providing etoposide in a convenient oral form, VePesid capsules allowed clinicians to take advantage of a growing body of clinical data that, by 1990, suggested chronic, low dose exposure to etoposide provides a measurable benefit over traditional three day intravenous dosing. In 1993, VePesid capsules produced net sales of approximately \$20 MM. Fueled in part by the Medicare Cancer Coverage Improvement Act, 1994 net sales of VePesid Capsules grew over \$5 MM to \$25.6 MM -- a 27 percent growth over 1993.

Together, VePesid capsules and injectable reached total net sales of \$208 MM in 1993. Aside from setting the brand and divisional sales record in that year, 1993 also marked two very important changes in the VePesid Market -- the introduction of three new VePesid vial sizes (150 mg, 500 mg, and 1 gram) and, more importantly, the loss of the compound's exclusivity protection on November 11, 1993.

Although actual generic competition did not become a reality until February 14 of 1994, it had been anticipated as early as November of 1993. In expectation of such competition, BMOD instituted an aggressive partnering program with individual hospitals and Group Purchasing Organizations (GPOs) to support continued brand loyalty in the face of generic competition. Through the seemingly tireless work of the Bristol Laboratories Oncology Products sales force, over 1,500 hospitals and nearly 70 percent of all oncologists' office practices enrolled in BMOD's VePesid programs.

As a result of generic competition, final net sales for VePesid for Injection fell to \$108.4 MM in 1994. Although at first glance this \$72 MM drop seems dramatic, the \$108.4 MM figure is quite respectable in light of market conditions. Facing nearly a full year of competition, the brand lost only 42 percent of its 1993 net sales. This loss was nearly evenly split between lost units (approximately 20 percent) and reduced net sales price (also approximately 20 percent). In addition, hospital groups having signed VePesid contracts

during 1993 received as much as 1.2 months of VePesid during the last week of December. Contractors signed during 1994 also received equivalent amounts of free VePesid. As a result, net sales figures actually underestimate the amount of VePesid successfully channeled into the marketplace in 1994.

Despite its overwhelming acceptance by the oncology community, etoposide as a clinical compound has several drawbacks. The molecule has a very low water solubility and must be produced in a non-aqueous form for parenteral administration. To achieve a pharmaceutically elegant product, etoposide must be formulated with a variety of excipients (citric acid, ethanol, benzyl alcohol, modified polysorbate 80, and polyethylene glycol). As a consequence of its formulation, VePesid must be administered over 30 to 60 minutes to decrease the patient's risk of experiencing excipient-induced hypotension. As a result of etoposide's low water solubility, VePesid admixtures cannot exceed 0.2 to 0.4 mg/mL without running the risk of the product precipitating. Also, the excipients used in the manufacture of etoposide injection produce a physio/chemical reaction with acrylic and ABS polymers which precludes the product's use with many chemo safety devices.

Etopophos® (*etoposide phosphate*) for Injection eliminates many of these concerns. A phosphate ester of etoposide, Etopophos is readily water soluble. Being highly water soluble, Etopophos can be manufactured as a *lyophilized powder*, avoiding the use of the various excipients which impart many of the negative attributes of etoposide for injection. Thus, etoposide phosphate can be administered over as few as five minutes, can be admixed at concentrations as high as 20 mg/mL (compared to a maximum concentration of only 0.4 mg/mL for etoposide), and the formulation will not interact with acrylic and ABS polymers often used in chemotherapy admixture safety devices.

Etoposide phosphate is a *pro-drug* of etoposide. Upon parenteral administration, etoposide phosphate is rapidly and completely cleaved by circulating plasma phosphatases to yield etoposide. Thus, Etopophos eliminates the vast majority of etoposide's formulation drawbacks while still providing identical pharmacokinetic/pharmacodynamic properties.

Providing etoposide in the form of a phosphate ester results in a larger molecular weight for the compound. In fact, etoposide's molecular weight is 13.6% higher than the parent compound. As a result, Etopophos will be presented in single-dose vials containing 113.6 mg of etoposide phosphate -- a dose equivalent to 100 mg of etoposide. Since the drug becomes -- for all practical purposes -- etoposide once administered each vial will be treated by the admixing professional as a 100 mg vial of etoposide.

Exclusivity for the compound is assured through 2007. However, therapeutic substitution

of VePesid® (etoposide) for Injection and its generic competitors will continue to negatively impact upon Etopophos. Etopophos' physio/chemical attributes will serve as powerful differentiating features which should favor brand selection. In fact, BMS market research has shown Etopophos can maintain a premium price in the etoposide market. However, it must be noted that this premium differential falls as the market price for generic etoposide falls.

The Etopophos New Drug Application (#20-457) was submitted to the FDA for consideration on June 28, 1994. During the Agency's 45-day filing meeting the application was deemed to be "fileable." In addition, since the Etopophos NDA does not go beyond indications currently existing for the parent compound, the Agency determined the application need not undergo review by the Oncology Drugs Advisory Committee (ODAC). Based upon these facts, the FDA's Division of Oncology Drug Products initially anticipated completing their review of the application by year end, 1994. However, this did not come to pass. Approval is now anticipated in an August to September 1995 timeframe.

Upon launch, positioning strategy will stress the clinical equivalency of Etopophos to etoposide. The advantages of the brand (i.e., the ability to administer over as few as five minutes, the ability to admix at concentrations up to 20 mg/mL without risking precipitation, etc.) will be emphasized to justify the brand's premium price. Lastly, the financial advantages of conversion from etoposide to Etopophos will be stressed.

Appendix I. outlines a comparison of Etopophos and etoposide. This comparison and the brand positioning statement appearing on the cover of this plan represent the main thrust of the positioning strategy.

## Critical Issues

The following are the Critical Issues facing the launch of Etopophos® (etoposide phosphate) for injection:

### 1. Timing of FDA Approval of the Etopophos NDA

Critical to the success of Etopophos in 1995 is the timing of the FDA approval of the compound for commercial marketing. The Etopophos NDA was submitted on June 28, 1994 and was filed on August 27th. Under the "User Fee" guidelines now in place at the FDA, BMSO would expect approval -- barring any unforeseen problems with the application -- within one year of filing.

Dialog with the FDA initially indicated an accelerated schedule for approval could be anticipated. In fact, approval by the end of 1994 was a distinct possibility according to the Agency. However, that time frame did not come to pass and current projections show the drug's approval may be delayed until the end of the "User Fee" period -- August 27, 1995.

Non-approval, or further delays to collect additional information at the Agency's request remain a possibility. Should FDA queries, audits, or other requests (e.g., labeling revisions) be of a more intense nature than currently expected, commercial approval of Etopophos could be delayed beyond August of 1995.

The impact of this delay upon the economic prospects of the brand is significant. Etoposide prices continued to fall in the marketplace with only one small generic competitor. The presence of a second generic, and the specter of an imminent third, can only accelerate price erosion. In February of 1995, the FDA approved a second company's -- Pharmacia (Adria) -- application to market etoposide for injection. A third competitor -- Chiron -- is expected to gain marketing approval in the second quarter of 1995. With as many as three generic competitors now anticipated prior to the approval of Etopophos, the eventual price commanded by the brand (even supporting a premium) will fall far short of initial expectations.

*How can BMSO be best positioned to take advantage of an Etopophos approval in mid- to late-1995?*

**2. Cannibalization of VePesid® (etoposide) for injection Business**

It is anticipated that the availability of Etopophos will result in the cannibalization of a portion of the existing VePesid and generic etoposide business. This is a logical assumption in light of the "saturated" etoposide market which has existed since the late 1980's. If correctly priced, the advantageous profile of Etopophos should result in a substantial shift in etoposide purchasing patterns toward Etopophos with the brand "cannibalizing" 25 to 30 percent of sales within the first 12 months.

*How can BMSO best position Etopophos to cannibalize both VePesid injectable and regain share from its generic competitors?*

**3. Pricing Concerns**

The launch of Etopophos represents the introduction of a premium product into a saturated and increasingly price-sensitive market. Since the advent of generic competition, the VePesid® (etoposide) for injection average selling price has declined by over 33 percent (\$69 versus \$109 per 100 mg vial) as of May 1, 1995. Future erosion is expected in light of multiple etoposide approvals expected throughout 1995.

The Etopophos product profile is significantly superior to that of etoposide for injection and is expected to support as much as a 20 percent price premium over VePesid injectable and its generic competitor(s). Market Research indicates, however, that the amount of premium the market will bear diminishes as the generic price erodes. As a result, at anticipated levels of \$ 65.00/100 mg etoposide, Etopophos may support only a 10 to 15 percent premium. Once established, Etopophos may be able take advantage of the compound's superiority and maintain its pricing despite continued erosion of the VePesid/generic market.

In light of the delay in product approval and the expected rapid decline in market price due to multiple generic competitors, a decision may need to be made as to whether the brand is better served by attempting to be price competitive (with a premium) or to establish a higher price for the brand and allow it to fill a niche market where its advantages are best employed. Consideration of the latter option will become increasingly important if Agency approval is significantly delayed.

*How can BMSO best implement a pricing strategy for Etopophos to ensure the brand maintains its introductory price in the face of further declines in market etoposide pricing and still maintain a market share of 30?*

**4. Physician Pricing Incentives**

Currently, physician practices can take advantage of the growing disparity between VePesid's list price (and, subsequently, the Average Wholesale Price [AWP]) and the actual acquisition cost when obtaining reimbursement for etoposide purchases. If the acquisition price of Etopophos is close to the list price, the physicians' financial incentive for selecting the brand is largely diminished.

To provide adequate financial incentive for the use of Etopophos, the following strategies could be employed:

1. Reduction of the VePesid AWP. Under this option, the list price and/or AWP for VePesid would be reduced from its current level to the highest bid price currently in the marketplace.
2. Establish a premium list price for Etopophos (etoposide phosphate) for injection. A list price of \$120.54 would represent a 15% premium over the current VePesid (etoposide) for injection MD direct list price of \$104.82, while \$125.57 would represent 115% of the wholesale list price of \$109.19.

Volume based conversion discounts would be extended to:

- Physician Practices (through BMOTN)
- Hospitals (through GPO Partnerships)
- Non-GPO Hospitals (through competitive bidding)
- All other channels of trade (also through competitive bidding)

*How can BMSO best price and discount Etopophos to negate any financial disincentives when compared to current reimbursement levels for VePesid and the generic etoposides? How can such a program be instituted to result in an average selling price of \$75.00 per 100 mg equivalent Etopophos vial?*

**5. Lack of Market-Driven Clinical Data**

Upon launch, relatively little efficacy data will be available for Etopophos® (etoposide phosphate) for injection. This is not a great concern since the compound



is quickly and completely converted to etoposide upon administration. Support of investigator-initiated Phase IV studies through the BMSO Clinical Research Grant (CRG) programs will be an important source of clinical information concerning the use of Etopophos upon launch.

*How can BMSO best ensure a successful Clinical Research Grants program to support the use of Etopophos?*

## Marketing Objectives and Goals

The overall objective for Etopophos is to achieve net sales of \$ 11.0MM and a Variable Product Contribution of \$ 4.99MM in 1995. Other supportive objectives and goals are as follows:

1. Provide internal coordination to assure a smooth, timely, and effective launch of Etopophos® (etoposide phosphate) for injection within 15 days of FDA approval.

Goals:

- A. Within the confines of last minute changes in approved labelling, have all sales force promotional materials ready for printing upon approval.
  - B. Within the confines of last minute changes in approved labelling, have all package components ready for processing upon approval.
2. Provide the BLOP sales force with the proper education, training, and sales tools to successfully position Etopophos as the preferred etoposide for injection.

Goals:

- A. Working with the BMSOI Sales Training Department, develop a computer-based learning module to facilitate initial product training by June 1, 1995.
  - B. Working with BMSOI Sales Training, provide completed computer-based training module to sales force within five working days of final approval.
  - C. As the timing of final approval is unlikely to conform to scheduled BMSOI POA periods, produce a "Video Launch" package which can be implemented in a single day meeting by each District Business Manager.
  - D. Provide completed Video Launch Package to DBMs within 10 working days of final product approval.
3. Support Phase IV/Post-marketing Clinical Research Grants to establish and expand the scientific database concerning the use of Etopophos.

Goal: Initiate two CRG trials to establish the feasibility of:

- 1) Rapid administration, and
- 2) admixing high concentrations of Etopophos

within three months of product approval.

4. Institute a pricing strategy to deliver an Etopophos ASP (average selling price) of \$75.00 or higher per 100 mg vial by year's end.

Goals:

- A. Develop a price-sensitive plan for incorporating Network Dollars to drive Etopophos sales in the physician office through BMOTN by June 1, 1995.
- B. Work with BMOTN to convert 30 percent of etoposide purchases to Etopophos within six months of product launch.
- C. Develop a price-sensitive plan for incenting sales of Etopophos through GPOs and independent hospitals by June 1, 1995.
- D. Sign contracts with 5 major independent hospitals and 10 of the top 15 GPOs within three months of Etopophos launch.

## Marketing Strategy and Key Messages

**NOTE:** The following strategy reflects a price/penetration approach to the introduction of Etopophos in the etoposide marketplace. Should the market generic etoposide price fall below \$50.00 per 100 mg, a niche strategy emphasizing premium pricing over market penetration would replace the strategy outlined below.

### A. Etopophos Positioning Statement

To optimally position Etopophos, this Positioning Statement will be employed:

*Etopophos® (etoposide phosphate) for Injection is a water-soluble prodrug of etoposide which displays identical activity to the parent compound. The solubility of Etopophos in aqueous solutions provides distinct benefits over etoposide. Etopophos can be infused over as few as 5 minutes without causing hypotension and can be admixed in concentrations as high as 20 mg/mL. Etopophos represents a significant advance in the clinical and practical utility of podophyllotoxin derivatives.*

### B. Strategy and Key Selling Points

There are three primary elements to the Etopophos launch strategy:

1. Stress the clinical equivalency of Etopophos to etoposide ("Etopophos is etoposide"). Special emphasis will be placed upon conveying an understanding of the 113.6 mg to 100 mg dosing ratio.
2. Once clinical equivalency has been established, the product's unique attributes will be stressed:
  - a. Etopophos can be administered over as few as five minutes without the risk of vehicle-induced hypotension
  - b. Etopophos can be admixed at concentrations as high as 20 mg/mL without the risk (and waste) of precipitation

Special emphasis will be placed upon how these attributes can positively impact upon work flow within the physician's practice, or with the transplant setting.

3. Finally, the BLOP sales representative will demonstrate the financial aspects of conversion from etoposide to Etopophos.

## Marketing Tactics

### A. Establish brand name and presence

Without the use of traditional "reminder" items (pens, pads, etc.), the name and availability of Etopophos will be stressed through personal selling and a physician subscription program to *Current Opinions in Oncology*.

### B. Provide additional clinical data as they become available

Upon launch, the body of clinical data will be fairly sparse. As time goes by, additional studies, many sponsored through the BMSO Clinical Research Grants program, will be published. The sales force will be advised when such studies are published and selected studies will appear as POA pieces (both "leaver" and medical request materials as appropriate.)

### C. Launch/Training Materials

	Timing
■ Introductory Journal Advertisement	3Q95
■ OPC Detail Folder	3Q95
■ Budman Reprint Carrier (5 minute bolus study)	3Q95
■ File Card	3Q95
■ Self Sheet	3Q95
■ Product clinical/pharmacology monograph	3Q95
■ Formulary Guide	3Q95
■ Administration Guide	3Q95
■ Launch sales videos, role play & objections	3Q95
■ Direct Mail - Intro. Etopophos to MD, Pharm, and RN audiences	3Q95
■ Direct Mail - Follow-up mailings to above	3Q95
■ MD Investigator Video for Launch Meeting	3Q95
■ Sales force Launch Premiums	3Q95
■ Physician Journal Subscription Program	3Q95(on-going)

### D. Subsequent POA

■ Bone Marrow Transplant Monograph	POA I 96
■ Investigators' Roundtable - Audiotape/Monograph	POA I 96
■ Nurses' Video In-service	POA I 96
■ Nurse Roundtable/Monograph	POA II 96
■ Economic Analysis Monograph	POA II 96
■ Supplemental Clinical Reprints as appropriate studies are published	

**E. Sales Force Training**

The training of the Bristol Laboratories Oncology Products sales force will occur as outlined in the Time and Events Schedule (Appendix V).

## Profit & Loss

### BMS ONCOLOGY / IMMUNOLOGY 1995 BUDGET STATEMENT OF PRODUCT CONTRIBUTION ETOPOPHOS

(\$ 000's)	1995 Budget		1994 Actual		Variance 95B vs 94A		1995 Actual		Variance 95A vs 95B	
	\$ Sales	% Sales	\$ Sales	% Sales	\$	%	\$ Sales	% Sales	\$	%
Gross Sales	18,348		---		18,348	NA	---		---	NA
Sales Deductions	796		---		(796)	NA	---		---	NA
Net Sales	17,552	100.0	---	NA	17,552	NA	---	NA	---	NA
Cost of Sales	4,632	26.3	---	NA	(4,632)	NA	---	NA	---	NA
Gross Margin	12,917	73.5	---	NA	12,917	NA	---	NA	---	NA
Distribution	337	2.8	---	NA	(337)	NA	---	NA	---	NA
Advertising/Promotion	1,781	9.7	66	NA	(1,439)	(> 136.8)	---	NA	(66)	NA
Clinical Phase IV & V	165	8.9	16	NA	(149)	(> 136.8)	---	NA	(16)	NA
Co-Promotions/Co-Marketing	258	1.4	---	NA	(258)	NA	---	NA	---	NA
Total Direct Expenses	2,471	14.2	82	NA	(2,389)	(> 136.8)	---	NA	(82)	NA
Sales Force Direct	2,589	11.3	---	NA	(2,589)	NA	---	NA	---	NA
Variable Product Contribution	8,343	47.5	(82)	NA	8,427	> 136.8	---	NA	(82)	NA

Note: John Beecham's budget (dated February, 1995) assumes an earlier launch than will be realized. Gross sales of \$ 11.0 MM with a variable Product Contribution of \$ 4.99 MM are now anticipated.

## POA Plans

POA	MATERIALS	INITIATE DEVELOPMENT
III 1995	Launch Materials	Currently under development
I 1996	BMT Roundtable	August, 1995
I 1996	In-service Video for office-based nurses	August, 1995
I 1996	Investigator's Roundtable Audiotape/Monograph	August, 1996
II 1996	Nurse Users' Roundtable Monograph	December, 1996
II 1996	Economic Analysis Monograph Outpatient etoposide versus Etopophos®	December, 1996

Clinical reprint carriers, with and without physician commentary, will be developed as appropriate studies are published.



## Appendix I. **VePesid® Versus Etopophos®**

### **VePesid (etoposide) for Injection**

### **Etopophos (etoposide phosphate) for Injection**

100 mg; 150 mg; 500 mg; 1 gram vials	100 mg vial (1 gram, 500 mg to follow)
Multi-dose vials	Single-dose vial (no preservatives)
50 mg capsules	No capsule at this time (bioavailability?)
Exclusivity lost November 1993	Exclusivity through 2007
Insoluble in water	<b>WATER SOLUBLE</b>
0.2 to 0.4 mg/mL concentration to avoid precipitation	0.1 to 20 mg/mL concentration without precipitation concerns
Non-aqueous formulation	Lyophilized powder
Myriad of excipients due to water insolubility*	Few excipients (dextran 40)
Infuse over 30 to 60 minutes to avoid hypotension	<b>CAN INFUSE OVER 5 MINUTES WITHOUT CAUSING HYPOTENSION</b>
Stability: 28 days once entered	Stability: 2 days once entered [48 hours at room temp]
Large volume required for continuous infusions	<b>WIDE RANGE OF ADMINISTRATION CONCENTRATIONS</b>
Shelf stable	Refrigerate prior to use
Plastic devices made of ABS polymers or acrylic can crack and leak when exposed to undiluted VePesid	<b>NO KNOWN INTERACTIONS WITH EITHER ACRYLIC OR ABS POLYMERS</b>

**113.6 MG ETOPOPHOS = 100 MG VePesid**

\* citric acid; benzyl alcohol; modified polysorbate 80; polyethylene glycol



## Appendix II Sales Projections

Calculating anticipated sales of Etopophos® (etoposide phosphate) for injection within the injectable etoposide market is a complicated exercise due to the emerging complexity and resultant uncertainty of the market. The market reached a level of relative stability in the early 1990's owing to the exclusive status of VePesid® (etoposide) for injection, the brand's single presentation, and overall market saturation.

The situation changed dramatically in 1993 with the anticipated emergence of a generic etoposide product. In the third quarter, BMOD introduced the first line extension in VePesid injectable's 10 year history — the 150 mg vial. Approval of the 500 mg and 1 gram vials increased the injectable VePesid family to a total of four presentations in the fourth quarter. Acceptance of the new vial sizes was dramatic, particularly in the physician office market where the 1 gram vial grew to represent over 50 percent of the total equivalents sold by June of 1994. One gram vial sales to the hospital market segment trailed those seen in the physician market although encouraging gains were seen as the year progressed.

On February 14, 1994, Gensia Laboratories of San Diego, California received FDA approval of their generic etoposide for injection. Gensia entered the market with two presentations — 100 mg and 500 mg vials — packaged in a unique "Onco-seal" package designed to contain any inadvertent spills due to breakage during shipment and handling.

Aggressive marketing and discounting on behalf of Gensia and their distributors in both the physician and hospital markets resulted in an erosion in total VePesid injectable net sales. 1994 net sales of VePesid injectable declined 42 percent from 1993 (\$108.4 MM versus \$188 MM, respectively). Upon closer examination, this decline was the result of losses in both VePesid units (=20 percent) and price (=20 percent).

With the February 1995 approval of Pharmacia's etoposide and the expected 2nd quarter 1995 approval of Chiron's product, further erosion in market price and BMSO share are inevitable. Much depends upon the timing of Pharmacia's and Chiron's availability and their respective pricing strategies.

The launch of Etopophos will certainly add another quantum level of diversity and complexity to the etoposide market. Based upon the brand's aforementioned attributes, BMSOI anticipates a \$1.9 share of the etoposide equivalents for Etopophos at the end of 12 months on the market. The following table projects share and net sales based upon an average selling price (ASP) of \$75.00, two generic competitors and a market generic etoposide price of \$65.00 per 100 mg vial..

Appendix II, Table . Etopophos Sales Projections<sup>1</sup>

	Equivalents	Vials	Net Sales	Market Share	Monthly Spread
Jul	0	0	0	0	0
Aug	4,368,300	43,683	\$3,276,255	33.7%	10.00%
Sep	961,026	9,610	\$720,770	7.4%	2.20%
Oct	2,358,882	23,589	\$1,769,175	18.2%	5.40%
Nov	3,145,176	31,452	\$2,358,900	24.3%	7.20%
Dec	3,844,104	38,441	\$2,883,075	29.6%	8.80%
Jan	4,149,885	41,499	\$3,112,425	32.0%	9.50%
Feb	4,193,568	41,936	\$3,145,200	32.3%	9.60%
Mar	4,892,496	48,925	\$3,669,375	37.7%	11.20%
Apr	4,543,032	45,430	\$3,407,250	35.0%	10.40%
May	4,499,349	44,993	\$3,374,475	34.7%	10.30%
Jun	6,727,182	67,272	\$5,045,400	51.9%	15.40%
	43,683,000	436,830	\$32,762,550	28.1%	100.00%

7 Plasma/M, Survey 9-02-94

<sup>1</sup> Assumptions for Table 2:

- Commercial Launch: No later than August 30, 1995
- Total 1995 Parenteral Etoposide Market
  - 155,620,000 mgs of activity (equivalents)
  - 1,556,200 100 mg vials
- Etopophos Average Selling Price: \$75.00/vial
- Total Year Sales Percentages
  - VePesid Injection: 41.9 % ( 652,510 vials)
  - Generic Etoposide: 30.0 % ( 466,860 vials)
  - Etopophos: 28.1 % (436,830 vials)

1,556,200 vials
- Market divided as:
 

	Current Etoposide	Year End Etopophos Penetration
■ Bone Marrow Transplant	9.3 %	70 %
■ Non-BMT Hospital	68.1 %	75 %
■ Physician Office	22.6 %	54 %
- Monthly sales spread will be similar to TAXOL® at launch.

## Appendix III

**Advertising and Promotion**

The 1994/5 Advertising and Promotion Budget for the launch of Etopophos® (etoposide phosphate) for injection has been established at \$1,700,000.00

**1995 Launch Expenses:****Advertising****Introductory Journal Advertisement**

■ Creative Development	\$ 20,000
■ Ad Placement	\$275,000
■ Updated Ad Development	<del>\$ 20,000</del>
	\$315,000

**Promotion**

■ Etopophos Logo Development	\$ 2,500
■ OPC Detail Folder	\$ 15,000
■ Budman Reprint Carrier	\$ 30,000
■ File Card	\$ 15,000
■ Sell Sheet 8.5 X 11" 4C	\$ 15,000
■ Product clinical/pharmacology monograph	\$ 65,000
■ Formulary Guide 7 X 10", 2C	\$ 30,000
■ Administration Guide, 8.5 X 11", 12pps, 2C	\$ 25,000
■ Launch sales videos, role play & objections	\$ 87,000
■ Direct Mail - Intro program to MD, Pharm, RN Audiences, MAILGRAM with OPC insert	\$ 60,000
■ Direct Mail - Follow-up mailings to above	\$ 45,000
■ MD Investigator Video for Launch Meeting	\$ 30,000
■ Salesforce Launch Premiums	\$ 5,000
■ Physician Journal Subscription Program	<del>\$225,000</del>
	\$649,500

**Subsequent PQAs**

■ Investigators' Roundtables - conduct meeting produce audiotape/monograph package, distribute through Medical Services Request forms	\$300,000
---	-----------

## Appendix IV

**Etopophos Pricing Model**

Generic Etoposide 100mg: \$ 65.00

	Direct to	Wholesale
	MD List	List Price
VePesid 100 mg:	-\$104.82	\$109.19
Etopophos 100 mg:*	\$120.54	\$125.57

\* The Etopophos List Price represents a 15 % premium over VePesid

**MD Market - BMOTN**

Etopophos List Price: \$120.54  
 FLOOR Etopophos Bid Price: \$ 88.25  
 HIGEST Network % 15.00%  
 (HIGEST Network \$) (\$ 13.24)  
 FLOOR NET PRICE/100 mg: \$ 75.01

BMSO Reps will negotiate any combination of bid (as low as \$88.25) and Network Dollars (as high as 15 %). The resulting net price can be no lower than \$75.01.

**GPO and Independent Hospital Contracts**

List Etopophos Price: \$125.57  
 Bid Etopophos Price: \$ 93.50 (24 % off of list)  
 Generic Etoposide Price: \$ 65.00

Volume based discounts: Based on percent of total etoposide units purchased as Etopophos versus 1994 baseline etoposide usage (BMS and generics) for the equivalent quarter

% Etopophos	% Rebate off \$93.50	Net Etopophos Cost per 100 mg equivalent	Premium over gen. Etoposide
0 to 25 %	0.00%	\$93.50	43.80%
26 to 50 %	7.50%	\$86.50	33.10%
51 to 75 %	15.00%	\$79.50	22.30%
75 to 100 %	27.00%	\$68.25	05.00%

## Appendix V

**Launch Plans:****Time and Events Schedule**

<b>Days Post Approval</b>	<b>Action Item</b>
5	Computer-based training (CBT) module distributed to Reps
5 - 10	Representatives complete CBT (half-day required)
10	Video Launch Package distributed to Reps
10 - 15	Representatives review Launch Video (2 hours required)
15	Sales Promotion begins with Launch Material*
15	Product available / Trade Stocking / Orders processed
Managers Meeting	DBM Training
POAIII	Official Etopophos Launch

- \* OPC/Sales Aid available on day 15 with availability of other materials based on FDA approval.

# EXHIBIT 39

BMYPLB/00707/0000172

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BMS - 0009144

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BMSAWP/0000574



# INTRO D U C E S

# Albuterol

## Albuterol Inhalation Aerosol

17 g

### 200 Metered Inhalations

For more information visit  
www.hugoboss.com

For more information, contact a representative of the publisher at the address on page 10. Or, call 1-800-368-6276, ext. 222. Please mention code 000000 when you call.

**Like mine Pharmacokinetic Effects**  
 early on, several hours after the injection  
 of the drug, the concentration of the drug

**APOTHECON**

**ALBUTEROL SULFATE: MERCK**

DESCRIPTION	NDC NUMBER	U5T	CASE PACK	AWP*
Abutment Inhibitor Refill 12 g	59772-61752	617520	12	\$21.42
Abutment Inhibitor Refill 5 g	59772-61751	617510	12	\$19.75

\* *Λοιπίον του ΔΝΤ. Αρκετά ΔΝΤ* is not by itself enough to make a man a man.

- ♦ Competitively Priced
- ♦ Available in Kits and Refills
- ♦ Quality Service from Apothecan,  
the Generic Division of Bristol-Myers Squibb

**Trade Secret/  
FOIA Confidential**

**BMS - 0009145**

**YOUR SINGLE SOURCE FOR MULTISOURCE**

## ORDERING INFORMATION

**1 - 8 0 0 - 3 3 6 - 1 3 5 7**

BMYPPLB/D07/075/0000173

10:55 AM

**HIGHLY CONFIDENTIAL**

BMSAWP/0000575

Subject: Re: Albuterol \_\_\_\_\_ Reply Separator \_\_\_\_\_  
Author: Jonathan A Zalk at ~PCRSN13P  
Date: 8/22/96 11:27 AM

Awilda:

Due to competitive pressure, we have had to reduce our pricing since the beginning of August.

The cc Mail prices of \$10.00 and 9.20 for the kit and refill respectively are correct.

Please let me know if you have any additional questions.

Thanks,

Jon

Subject: Albuterol \_\_\_\_\_ Reply Separator \_\_\_\_\_  
Author: Awilda H Serrano at ~PCRSN13P  
Date: 8/22/96 9:38 AM

Jon,

There is a discrepancy between the Special Offer prices on the August 1, 1996 signed-off memo (where Sam Barker and Mark Durand appear to have signed off 8-15-96) and the Special Offer prices in the cc:mail Denise received.

i.e.:

		Wholesale
Memo:	Albuterol 6175-10	Special Offer
	6175-20	\$12.25
		\$10.05

vs.

cc:mail:	Albuterol 6175-10	\$10.00
	6175-20	\$ 9.20

A Special Offer is being created to reflect the prices on the "Memo", if they are incorrect please let me know so we can make the adjustments necessary.

Thank you,

Awilda

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FOIA Confidential

BMY/PLB/007/075/0000174

BMS - 0009146

HIGHLY CONFIDENTIAL

BMSAWP/0000576

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**BMSAWP/0000577**

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**BMS-0009148**

**BMSAWP/0000578**

## \* ALBUTEROL INHALENT

DESCRIPTION	NDC #	LIST #	DIRECT LIST PRICE	WHOLESALE ANTICIPATED AWP*	WHOLESALE S.O.
ALBUTEROL INHALENT KIT 170	59772-6175-1/2	617518/20	\$18.04	\$21.42	\$12.25
ALBUTEROL INHALENT REF 170 <i>REF</i>	59772-6175-1/1	617520/10	\$16.63	\$19.75	\$10.05

\* Anticipated AWP-Actual AWP's are set independently by pricing publishers such as First Data Bank and Redbook.

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BMS - 0009149

BMSAWP/0000579

BMY/PLB/007/075/0000179

NO. 775 P. 3

HIGHLY CONFIDENTIAL

Memorandum

 APOTHECON

To: D. Kaszuba  
From: J. Zalk  
Subject: Albuterol Pricing

Date: August 1, 1996  
C.C.: M. Campion  
N. DiMaio  
F. Hamer  
S. Terriff

Denise,

Attached please find all necessary pricing information for Apothecon's albuterol. Effective immediately, please add albuterol to all wholesale pricing levels at the special offer prices shown.

Thank you for your assistance in this matter.

Approved: \_\_\_\_\_  
Nick DiMaio

Date

Approved: \_\_\_\_\_  
Scott Terriff

Date

JZ

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BNY/PLB/D07/075/0000176



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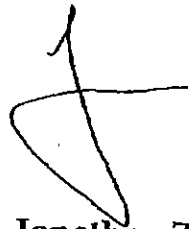
HIGHLY CONFIDENTIAL

BMSAWP/0000580

# FACSIMILE

TO:

Avilda  
Thanks!



FROM: Jonathan Zalk  
Apothecon, Bristol-Myers Squibb Co.  
(609) 897-2444

FAX: (609) 897-6349

No. of Pages (incl. coversheet):

3

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BMS - 0009151

HIGHLY CONFIDENTIAL

BMSAWP/0000581

Author: Awilda M Serrano at PGRSM36P  
Date: 8/16/96 10:31 AM  
Priority: Normal  
Receipt Requested  
TO: Janet M Griffith at PGRSC801P  
CC: Denise M Kaszuba at PGRSM34P  
Subject: Special Offers

----- Message Contents -----

Janet,

Denise has asked that in her absence I communicate the following to you:

Please add the following List Nos to Special Offer 300:

Item No.

617510  
617520

Also add the following list nos. and list prices to Special Offer 299:

Item no.	Price
617510	\$18.94
617520	\$17.46

This should be effective immediately.

Thank you

Awilda

EMY/PLB/007/075/0000178

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BMSAWP/0000582



## Memorandum

APOTHECON

To: S. Barker  
 From: J. Zalk  
 Subject: Albuterol Wholesale Pricing

Date: August 1, 1996  
 C.C.: L. Burg  
 M. Campion  
 N. DiMaio  
 M. Durand  
 F. Hamer  
 S. Tarriff

**RECOMMENDATION:** It is recommended that the attached wholesale list prices be established for Apothecon's albuterol.

**BACKGROUND:** To accomplish a rapid market introduction of albuterol, wholesale list prices must be established. These wholesale prices do not reflect actual selling prices, as albuterol will be sold primarily at contract or special offer pricing. Apothecon's wholesale special offer pricing for albuterol matches Warrick and Zenith, the two albuterol market leaders.

**ACTION:** Please approve the attached wholesale list prices for Apothecon's albuterol.

APPROVED:

Nick DiMaio 8/1/96  
 Date

APPROVED:

Scott Tarriff Date

APPROVED:

Mary Ellen Campion 8/1/96  
 Date

APPROVED:

Lee Burg 8/1/96  
 Date

APPROVED:

Sam Barker 8/1/96  
 Date

APPROVED:

Fran Hamer 8.1.96  
 Date

APPROVED:

Mark Durand 8/1/96  
 Date

JZ

Attachment

BMS - 0009153

BMY/PLB/007/075/0000179



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BMSAWP/0000583

# ALBUTEROL INHALENT

DESCRIPTION	NDC #	LIST #	DIRECT LIST PRICE	WHOLESALE LIST PRICE	ANTICIPATED AWP*	WHOLESALE S.O.
ALBUTEROL INHALENT KIT 17G	59772-6175-1	617510	\$18.04	\$17.14	\$21.42	\$12.95
ALBUTEROL INHALENT REP 17G	59772-6175-2	617520	\$16.63	\$15.80	\$19.75	\$10.05

\* Anticipated AWP-Actual AWP's are set independently by pricing publishers such as First Data Bank and Redbook.

*Handwritten notes:*  
 5/16/06  
 5/16/06  
 5/16/06

BMS - 0009154

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HIGHLY CONFIDENTIAL

BMSAWP/0000584

Author: Jonathan A. Zalk at "PCGRSH13P"  
 Date: 8/22/96 11:27 AM  
 Priority: Normal  
 CC: Denise M Kaszuba at "PCGRSH34P"  
 TO: Awilda M Serrano at "PCGRSH36P"  
 CC: Nicholas Dimaio  
 CC: George Stevenson at "PCGRSH12P"  
 Subject: Re: Albuterol

----- Message Contents -----

Awilda:

Due to competitive pressure, we have had to reduce our pricing since the beginning of August.

The cc Mail prices of \$10.00 and 9.20 for the kit and refill respectively are correct.

Please let me know if you have any additional questions.

Thanks,

Jon

----- Reply Separator -----

Subject: Albuterol  
 Author: Awilda M Serrano at "PCGRSH36P"  
 Date: 8/22/96 9:38 AM

Jon,

There is a discrepancy between the Special Offer prices on the August 1, 1996 signed-off memo (where Sam Barker and Mark Durand appear to have signed off 8-15-96) and the Special Offer prices in the cc:mail Denise received.

i.e.:

		Wholesale
Memo:	Albuterol 6175-10	Special Offer
	6175-20	\$12.25
		\$10.05

vs.

cc:mail:	Albuterol 6175-10	\$10.00
	6175-20	\$ 9.20

A Special Offer is being created to reflect the prices on the "Memo", if they are incorrect please let me know so we can make the adjustments necessary.

Thank you,

Awilda

BMS - 0008155

BMY/PLB/007/075/0000181

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BMSAWP/0000585

# ALBUTEROL INHALANT

DESCRIPTION	NDC #	LIST #	DIRECT LIST PRICE	WHOLESALE LIST PRICE	ANTICIPATED AWP <sup>1</sup>	WHOLESALE S.O.
ALBUTEROL INHALANT KIT 17G	59772-6175-2	617520	\$18.04	\$17.14	\$21.42	\$8.31
ALBUTEROL INHALANT REF 17G	59772-6175-1	617510	\$16.63	\$15.80	\$19.75	\$7.70

<sup>1</sup> Anticipated AWP: Actual AWP's are set independently by pricing publishers such as First Data Bank and Redbook.

BMS - 0009158

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FOIA Confidential

BMY/PLB/007/078/0000182

BMSAWP/0000586

HIGHLY CONFIDENTIAL

Author: Jonathan A Zalk at PGRSM13P  
 Date: 8/22/96 4:47 PM  
 Priority: Urgent  
 CC: Denise M Kaszuba at PGRSM34P  
 CC: Nicholas Dimalo  
 CC: George Stevenson at PGRSM12P  
 TO: Awilda M Serrano at PGRSM36P  
 Subject: Re(4): Albuterol

## ----- Message Contents -----

Awilda/Denise:

Due to additional market pressure, we have had to lower our albuterol wholesale pricing once again as follows:

NDC	List	Description	
59772-6175-2	6175-20	Albuterol 17g Kit	8.31
59772-6175-1	6175-10	Albuterol 17g Refill	7.70

PLEASE NOTE THE CHANGE IN NDC AND LIST NUMBERS.

The NDC's and list #'s were originally reversed (i.e. the refill's NDC and List #'s were actually those of the kit and vice versa).

Attached is an updated worksheet with all wholesale pricing.

Please let me know if you have any questions.

Thanks,

Jon  
 Subject: Re(3): Albuterol  
 Author: Awilda M Serrano at PGRSM36P  
 Date: 8/22/96 2:22 PM

Jon,

Please disregard my previous message.

I just need any price changes to the Wholesale and/or Direct List Prices, if any.

I apologize for the confusion.

Thank you,

Awilda

## ----- Reply Separator -----

Subject: Re(2): Albuterol  
 Author: Awilda M Serrano at PGRSM36P  
 Date: 8/22/96 12:06 PM

Jon,

Does this mean that the Wholesale and Direct list prices have also changed? The Retail Special Offer price is calculated based on the Direct Price.

Please let me know.

Thank you,

Awilda

BMS - 0009157

BMV/PLB/007/D75/00000183

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BMSAWP/0000587

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